

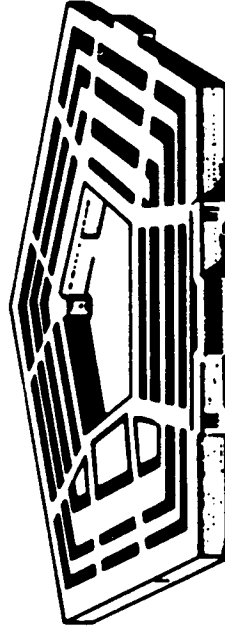
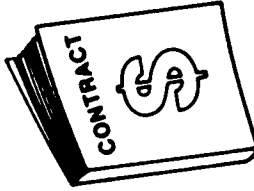


P03

Department of Defense

PRIME CONTRACT AWARDS

Fiscal Year 1997

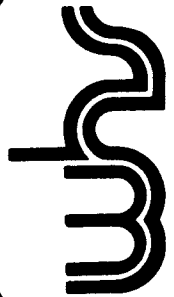


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PRIME CONTRACT AWARDS

Fiscal Year 1997

*Department of Defense
Washington Headquarters Services
Directorate for Information
Operations and Reports*

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INTRODUCTION

Purpose and Scope

This report presents a variety of current and historical data pertaining to Department of Defense (DoD) prime contract awards. All historical tables commence with fiscal year (FY) 1988 data.

Six categories of data on DoD prime contracts are provided. Data are displayed by type of contractor, by procurement program, by competition, and by type of contract pricing provision. Awards for research, development, test, and evaluation (RDT&E) are discussed separately, as is the DoD Small Business Subcontracting Program.

Notes on Coverage

Amounts in this report are shown for the DoD Agency that awards the prime contracts and not the department or agency that budgets for the supplies or services. In addition, data for the Army, Navy, and Air Force include prime contracts awarded on behalf of the National Aeronautics and Space Administration (NASA) and other Federal Agencies, as well as for foreign countries whose Defense purchases are reimbursable. Percentages are derived by dividing the detail line or the subtotal line by the base line designated by 100 percent, unless otherwise noted. Column headings, footnotes, or section narrative are used to identify these exceptions. Indentation is used to provide assistance in recognizing total, subtotal, and detail line information. The data are collected in whole dollars and the totals given in some tables may not add due to rounding. This report includes awards made by Other Defense Agencies (ODAs), which are listed in the Glossary, pages 59 and 60. Commencing with FY 1989, it also includes tariff or regulated acquisitions under \$25,000.

It does not include obligations for "in house" work performed at government owned and operated establishments, such as Navy shipyards, Army arsenals, and Air Force research laboratories, except to the extent that such establishments place contracts for supplies and services with industry or other Federal Agencies. The estimated dollar amounts of indefinite quantity petroleum contracts are included in this report, but the number of individual orders written against these contracts has not been included in the totals for procurement actions.

For the definition of terms used in this publication, see the Glossary.

Highlights

DoD procurement actions during the FY 1997 totaled \$128,414,938 thousand (rounded), as shown below:

<u>Category</u>	<u>Amount</u>
Intragovernmental/FMS	\$11,475,267
Work Outside United States	6,421,492
Educational and Nonprofit Institutions	3,562,536
Business Firms Inside United States	106,905,074
Tariff or Regulated Acquisitions	50,568
Total	\$128,414,938

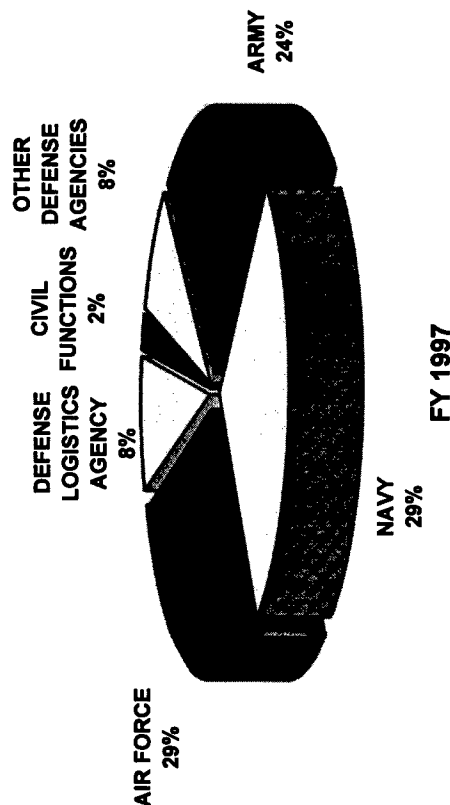
Foreign Military Sales (FMS), a reimbursable portion of intragovernmental orders, totaled \$7,863 million as follows: Army \$1,875 million; Navy \$2,333 million; Air Force \$3,524 million; Defense Logistics Agency \$121 million; and Other Defense Agencies \$9 million.

AWARDS BY TYPE OF CONTRACTOR

DoD Procurement by Type of Contractor

DoD procurement awards during FY 1997 (October 1996 through September 1997) totaled \$128,415 million. This was a decrease of \$3,763 million (2.8 percent) from the \$132,178 million awarded during FY 1996. Contract awards to U.S. businesses for work inside the United States decreased by \$2,584 million. Awards to or through other Government Agencies decreased by \$1,477 million, awards to educational and nonprofit institutions increased by \$276 million, and awards for work outside the United States increased by \$27 million. See Tables 1 and 2 on pages 5 and 7.

The following chart displays the percentage of obligations awarded by each Defense Component during FY 1997.



Procurement Trends

DoD procurement decreased from \$151.4 billion in FY 1988 to \$139.3 billion in FY 1989. During FY 1990, an upward trend is shown which continued through FY 1991. In FY 1992, awards decreased to \$136.3 billion. In FY 1993, procurement increased slightly. Procurement during FY 1994 through FY 1996 showed a relatively constant amount of dollars awarded, less than a billion dollars of change over the three year period. In FY 1997 (\$128,415 million) there was a 2.8 percent decrease from FY 1996 (\$132,178 million). The long term trend in prime contract awards is shown in Table 3, page 11.

Small Business Performance

Small businesses received \$24,476 million during FY 1997, a decrease of \$911 million from the \$25,387 million received during FY 1996. In FY 1996, small businesses received the largest percentage in the ten year period (23.2 percent) of the prime contracts awarded to all business firms for work done in the United States.

Chart I, page 9, shows that 3,863,124 procurement actions, or 57.3 percent of the total 6,741,542 actions awarded to business firms, involved small businesses.

Chart II, page 13, shows total awards to business firms, to small business firms, and percentage to small businesses for FY 1988 through FY 1997.

TABLE 1
DoD Prime Contract Awards by Type of Contractor,
According to Defense Component: FY 1997-FY 1996^{A/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	TOTAL B/		ARMY		NAVY	
	Oct 96-	Oct 95-	Oct 96-	Oct 95-	Oct 96-	Oct 95-
	Sep 97	Sep 96	Sep 97	Sep 96	Sep 97	Sep 96
TOTAL						
C/ ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	\$128,414,938 11,734,458 116,680,480	\$132,178,214 12,622,451 119,555,763	\$30,421,943 1,666,370 28,755,573	\$31,177,345 1,865,553 29,311,791	\$37,643,245 1,855,768 35,787,476	\$37,687,014 2,321,182 35,365,832
INTERAGENCY / FMS						
ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	11,475,267 942,918 10,532,349	12,952,534 1,122,336 11,830,199	2,848,503 251,183 2,597,321	2,879,734 303,245 2,576,489	3,523,261 262,998 3,260,263	2,135,840 321,363 1,814,478
FOR WORK OUTSIDE U. S. D/						
ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	6,421,492 810,211 5,611,281	6,393,565 682,320 5,711,246	2,265,026 302,169 1,962,856	2,126,673 218,514 1,908,159	1,138,470 134,907 1,003,563	1,348,995 121,458 1,227,537
EDUCATIONAL + NONPROFIT INSTITUTIONS						
ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	3,562,536 102,170 3,460,367	3,287,418 107,990 3,179,429	1,236,970 23,889 1,213,081	819,360 27,030 792,330	804,281 13,319 790,962	918,999 10,415 908,584
BUSINESS FIRMS FOR WORK IN THE U.S. (SUBTOTAL)						
ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	106,905,074 9,828,591 97,076,483	109,488,652 10,653,762 98,834,890	24,035,051 1,045,737 22,989,314	25,305,706 1,270,893 24,034,813	32,173,920 1,441,232 30,732,688	33,279,973 1,864,740 31,415,233
SMALL BUSINESS FIRMS						
ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	24,476,485 4,818,921 19,657,564	25,387,141 5,189,228 20,197,913	6,577,424 752,795 5,824,629	7,136,293 936,309 6,199,984	7,069,263 996,461 6,072,802	6,981,936 1,245,565 5,736,370
OTHER BUSINESS FIRMS						
ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	82,428,589 5,009,670 77,418,919	84,101,511 5,464,533 78,636,978	17,457,627 292,941 17,164,686	18,169,413 334,585 17,834,829	25,104,657 444,771 24,659,886	26,298,037 619,174 25,678,863
SMALL BUSINESS PERCENT OF BUSINESS FIRMS						
ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	22.9 49.0 20.2	23.2 48.7 20.4	27.4 72.0 25.3	28.2 73.7 25.8	22.0 69.1 19.8	21.0 66.8 18.3

A/ For definitions and coverage, see notes on coverage.

B/ Includes Other Defense Agency awards.

C/ Commencing in FY 1989, includes Fariff or Regulated Acquisitions not included elsewhere in this table.

D/ Includes foreign firms for performance in U.S.

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TABLE 1 (concluded)
DoD Prime Contract Awards by Type of Contractor,
According to Defense Component: FY 1997-FY 1996^{A/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	AIR FORCE		DEFENSE LOGISTICS AGENCY		CIVIL FUNCTIONS	
	Oct 96-	Oct 95-	Oct 96-	Oct 95-	Oct 96-	Oct 95-
	Sep 97	Sep 96	Sep 97	Sep 96	Sep 97	Sep 96
TOTAL						
C/ ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	\$36,711,787 1,768,731 34,943,056	\$41,167,137 2,086,047 39,081,090	\$10,480,847 2,522,180 7,958,666	\$9,324,170 2,098,918 7,225,252	\$2,648,083 212,959 2,435,124	\$2,593,902 248,064 2,345,838
INTERAGENCY / FMS ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	4,474,667 270,669 4,203,998	7,389,094 344,874 7,044,220	345,583 100,479 245,104	293,958 97,000 196,958	68,463 21,852 46,612	74,318 26,236 48,082
FOR WORK OUTSIDE U. S. D/ ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	1,198,540 305,559 892,981	1,472,870 304,975 1,167,896	1,489,447 53,152 1,436,295	1,221,593 30,981 1,190,612	10,345 2,133 8,212	6,423 8 6,414
EDUCATIONAL + NONPROFIT INSTITUTIONS ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	1,199,745 34,958 1,164,788	1,166,049 41,893 1,124,157	101,353 10,081 91,272	151,377 7,497 143,879	20,640 2,051 18,589	27,109 3,106 24,003
BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL) ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	29,831,779 1,150,490 28,681,289	31,137,901 1,393,083 29,744,818	8,544,177 2,358,182 6,185,995	7,657,022 1,963,220 5,693,803	2,545,132 183,420 2,361,711	2,480,562 213,223 2,267,338
SMALL BUSINESS FIRMS ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	4,619,073 933,432 3,785,641	5,159,865 1,012,244 4,147,621	3,760,443 1,436,748 2,323,695	3,635,877 1,185,985 2,449,892	1,079,653 142,198 937,454	1,095,402 169,823 925,579
OTHER BUSINESS FIRMS ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	25,212,706 317,058 24,895,648	25,978,035 380,838 25,597,197	4,783,734 921,434 3,862,300	4,021,146 777,235 3,243,911	1,465,479 41,222 1,424,257	1,385,160 43,400 1,341,760
SMALL BUSINESS PERCENT OF BUSINESS FIRMS ACTIONS OF \$25,000 OR LESS ACTIONS OVER \$25,000	15.5 72.4 13.2	16.6 72.7 13.9	44.0 60.9 37.6	47.5 60.4 43.0	42.4 77.5 39.7	44.2 79.6 40.8

NOTE: Refer to first page of this table for footnotes.

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TABLE 2
DoD Prime Contract Awards by Quarter and Type of Contractor,
According to Defense Component: FY 1997 - FY 1996^{A/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	TOTAL B/		ARMY		NAVY	
	FISCAL YEAR		FISCAL YEAR		FISCAL YEAR	
	1997	1996	1997	1996	1997	1996
TOTAL	\$128,414,938	\$132,178,214	\$30,421,943	\$31,177,345	\$37,643,245	\$37,687,014
1st Qtr, Oct-Dec	15,224,390	9,702,803	2,512,683	3,019,374	3,703,122	2,897,178
2nd Qtr, Jan-Mar	22,351,472	27,996,415	3,416,138	8,096,382	6,323,013	3,639,538
3rd Qtr, Apr-Jun	19,217,824	40,142,368	3,411,561	6,473,491	5,906,405	13,447,528
4th Qtr, Jul-Sep	71,621,252	54,336,628	21,081,561	13,587,898	21,708,705	17,702,770
INTERAGENCY / FMS	11,475,267	12,952,534	2,848,503	2,879,734	3,523,261	2,135,840
1st Qtr, Oct-Dec	1,058,494	739,162	205,597	438,792	62,165	134,919
2nd Qtr, Jan-Mar	1,182,826	1,530,207	172,906	565,801	334,654	243,832
3rd Qtr, Apr-Jun	1,612,869	6,441,482	218,955	484,937	492,581	912,794
4th Qtr, Jul-Sep	7,621,079	4,241,682	2,251,045	1,390,205	2,633,862	844,295
FOR WORK OUTSIDE U. S. D/	6,421,492	6,393,565	2,265,026	2,126,673	1,138,470	1,348,995
1st Qtr, Oct-Dec	596,544	567,776	64,404	272,180	107,691	98,252
2nd Qtr, Jan-Mar	737,572	1,086,744	111,136	401,284	121,739	81,421
3rd Qtr, Apr-Jun	1,273,988	1,493,848	172,906	414,680	223,771	235,416
4th Qtr, Jul-Sep	3,813,389	3,245,198	1,750,385	1,038,530	685,270	933,905
EDUCATIONAL + NONPROFIT INSTITUTIONS	3,562,536	3,287,418	1,236,970	819,360	804,281	918,999
1st Qtr, Oct-Dec	675,676	311,489	111,136	156,019	31,833	99,291
2nd Qtr, Jan-Mar	440,127	662,055	143,184	224,167	94,111	149,880
3rd Qtr, Apr-Jun	654,645	1,160,464	118,459	200,081	245,101	89,528
4th Qtr, Jul-Sep	1,792,088	1,153,411	864,192	239,092	433,235	580,300
BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)	106,905,074	109,488,652	24,035,051	25,305,706	32,173,920	33,279,973
1st Qtr, Oct-Dec	12,888,552	8,077,612	2,127,780	2,147,789	3,501,373	2,564,382
2nd Qtr, Jan-Mar	15,935,668	24,701,906	2,977,905	6,892,752	5,773,417	3,163,349
3rd Qtr, Apr-Jun	13,625,725	31,036,372	2,737,015	5,365,184	4,944,739	12,209,502
4th Qtr, Jul-Sep	58,365,729	45,672,762	16,195,351	10,899,981	17,954,390	15,342,740
SMALL BUSINESS FIRMS	24,476,485	25,387,141	6,577,424	7,136,293	7,069,263	6,981,936
1st Qtr, Oct-Dec	3,041,976	2,494,954	693,342	670,666	642,386	688,792
2nd Qtr, Jan-Mar	4,517,875	5,221,758	832,584	1,475,598	1,430,182	821,164
3rd Qtr, Apr-Jun	4,380,870	5,989,610	837,899	1,431,669	1,510,680	2,088,531
4th Qtr, Jul-Sep	12,536,664	11,680,619	4,193,589	3,548,384	3,496,034	3,623,748
OTHER BUSINESS FIRMS	82,428,589	84,101,511	17,457,627	18,169,413	25,104,657	26,298,037
1st Qtr, Oct-Dec	9,847,476	5,582,657	1,434,438	1,477,123	2,858,987	1,875,590
2nd Qtr, Jan-Mar	15,467,193	19,480,148	2,145,311	5,413,159	4,353,275	2,542,185
3rd Qtr, Apr-Jun	11,284,855	25,046,562	1,876,116	3,927,515	3,434,059	10,161,271
4th Qtr, Jul-Sep	45,829,065	33,992,143	12,001,762	7,351,617	14,458,336	11,718,992
SMALL BUSINESS PERCENT OF BUSINESS FIRMS	22.9	23.2	27.4	28.2	22.0	21.0
1st Qtr, Oct-Dec	23.6	30.9	32.6	31.2	18.3	26.9
2nd Qtr, Jan-Mar	22.6	21.1	28.0	21.5	24.6	19.6
3rd Qtr, Apr-Jun	28.0	19.3	31.4	26.8	30.6	16.8
4th Qtr, Jul-Sep	21.5	25.6	25.9	32.6	19.5	23.6

A/ For definitions and coverage, see notes on coverage.

B/ Includes Other Defense Agency awards.

C/ Commencing in FY 1989, includes Tariff or Regulated Acquisitions not included elsewhere in this table.

D/ Includes foreign firms for performance in U.S.

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TABLE 2 (concluded)
DoD Prime Contract Awards by Quarter and Type of Contractor,
According to Defense Component: FY 1997 - FY 1996^A

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	AIR FORCE		DEFENSE LOGISTICS AGENCY		CIVIL FUNCTIONS	
	FISCAL YEAR		FISCAL YEAR		FISCAL YEAR	
	1997	1996	1997	1996	1997	1996
TOTAL						
C/	\$36,711,787	\$41,167,137	\$10,480,847	\$9,324,170	\$2,648,083	\$2,593,902
1st Qtr, Oct-Dec	6,977,162	743,675	1,482,638	1,265,773	405,919	485,068
2nd Qtr, Jan-Mar	9,591,170	10,878,405	2,078,494	2,264,006	364,958	628,353
3rd Qtr, Apr-Jun	5,046,516	15,548,879	2,686,583	2,066,426	257,006	472,651
4th Qtr, Jul-Sep	15,096,939	13,996,178	4,233,131	3,727,964	1,620,201	1,007,779
INTERAGENCY / FMS						
1st Qtr, Oct-Dec	4,474,667	7,389,094	345,583	293,958	68,463	74,318
2nd Qtr, Jan-Mar	714,381	112,205	61,501	36,654	8,489	9,082
3rd Qtr, Apr-Jun	590,939	645,561	48,480	41,047	8,253	15,389
4th Qtr, Jul-Sep	2,386,309	4,931,573	65,920	73,495	6,469	12,081
FOR WORK OUTSIDE U. S. D/						
1st Qtr, Oct-Dec	1,198,540	1,472,870	1,489,447	1,221,593	10,345	6,423
2nd Qtr, Jan-Mar	91,658	12,967	328,582	167,499	4,107	1,314
3rd Qtr, Apr-Jun	301,430	393,595	165,112	186,479	1,194	867
4th Qtr, Jul-Sep	594,875	780,357	498,711	482,567	86	1,710
EDUCATIONAL + NONPROFIT INSTITUTIONS						
1st Qtr, Oct-Dec	1,199,745	1,166,049	101,353	151,377	20,640	27,109
2nd Qtr, Jan-Mar	503,375	12,747	13,141	27,675	9,287	3,239
3rd Qtr, Apr-Jun	175,361	203,866	22,002	30,332	1,521	5,610
4th Qtr, Jul-Sep	215,631	781,085	30,926	45,521	1,233	9,084
BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)						
1st Qtr, Oct-Dec	29,831,779	31,137,901	8,544,177	7,657,022	2,545,132	2,480,562
2nd Qtr, Jan-Mar	5,667,582	605,737	1,079,411	1,033,799	388,907	469,740
3rd Qtr, Apr-Jun	8,322,163	9,634,981	1,842,752	2,045,799	353,193	605,112
4th Qtr, Jul-Sep	11,805,090	9,550,077	2,089,863	1,462,843	248,683	445,702
SMALL BUSINESS FIRMS						
1st Qtr, Oct-Dec	4,619,073	5,159,865	3,760,443	3,635,877	1,079,653	1,095,402
2nd Qtr, Jan-Mar	913,696	125,594	574,034	566,883	167,842	228,188
3rd Qtr, Apr-Jun	1,009,641	1,621,141	1,011,396	866,249	156,384	279,185
4th Qtr, Jul-Sep	1,816,908	1,182,066	737,969	825,544	111,938	205,232
OTHER BUSINESS FIRMS						
1st Qtr, Oct-Dec	25,212,706	25,978,035	4,783,734	4,021,146	1,465,479	1,385,160
2nd Qtr, Jan-Mar	4,753,885	480,163	505,376	466,916	221,065	241,552
3rd Qtr, Apr-Jun	7,512,523	8,013,840	1,351,556	1,179,550	196,809	325,927
4th Qtr, Jul-Sep	9,988,182	8,368,011	1,331,894	637,298	136,745	240,470
SMALL BUSINESS PERCENT OF BUSINESS FIRMS						
1st Qtr, Oct-Dec	15.5	16.6	44.0	47.5	42.4	44.2
2nd Qtr, Jan-Mar	16.1	20.7	53.2	54.8	43.2	48.6
3rd Qtr, Apr-Jun	22.9	16.8	35.3	42.3	45.0	46.1
4th Qtr, Jul-Sep	15.4	12.4	40.7	44.2	41.4	39.9

NOTE: Refer to first page of this table for footnotes.

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Chart I

Number, Net Value, and Percent Distribution of DoD Small and Other Business Procurement Actions:

Fiscal Year 1997

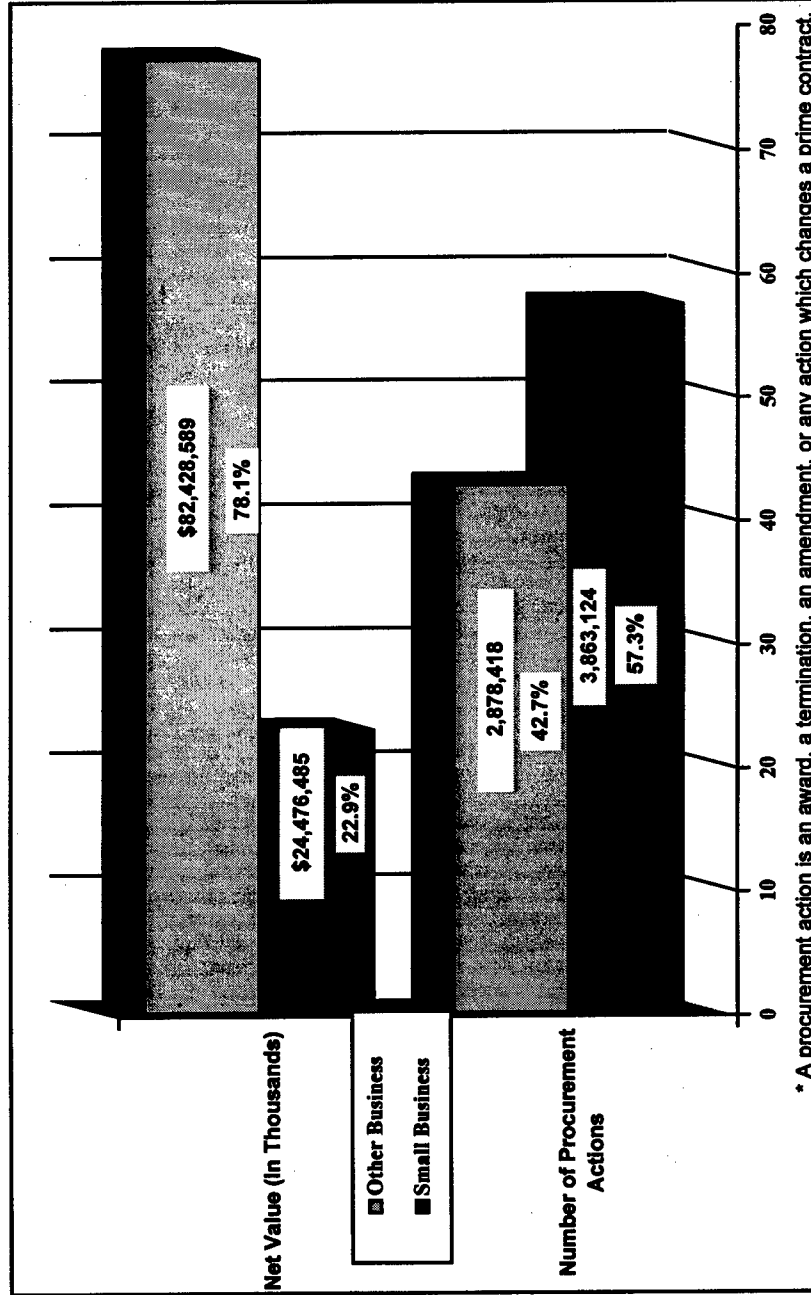


TABLE 3
DoD Prime Contract Awards by Type of Contractor
and Defense Component: FY 1997 - FY 1988 ^{A/}

(AMOUNTS IN MILLIONS)

TYPE OF CONTRACTOR	FY 1997	FY 1996	FY 1995	FY 1994	FY 1993	FY 1992	FY 1991	FY 1990	FY 1989	FY 1988
TOTAL	\$128,415	\$132,178	\$131,365	\$132,219	\$138,307	\$136,297	\$150,855	\$144,672	\$139,343	\$151,353
Army	30,422	31,177	29,258	29,336	31,295	30,889	36,890	39,333	31,979	32,846
Navy	37,643	37,687	41,200	39,418	41,561	43,156	45,846	46,945	47,831	55,843
Air Force	36,712	41,167	39,463	41,949	42,708	40,523	48,214	46,902	43,915	46,633
Defense Logistics Agency	10,481	9,324	8,755	9,623	9,773	8,990	13,331	11,120	10,923	11,166
Civil Functions	2,548	2,594	2,817	2,717	2,560	2,818	2,332	2,122	1,495	2,169
Other Defense Agencies	10,509	10,229	9,873	9,176	10,411	10,421	4,241	4,250	3,200	2,696
INTERAGENCY/FMS	11,475	12,953	12,332	11,098	12,864	9,577	11,948	9,964	9,579	8,919
Army	2,849	2,880	2,392	2,995	4,932	2,856	4,193	2,281	1,679	1,789
Navy	3,523	2,136	2,644	2,174	2,497	2,222	3,033	2,948	3,416	3,193
Air Force	4,346	7,389	6,777	5,529	5,096	3,669	4,341	4,378	4,147	3,493
Defense Logistics Agency	68	294	288	252	196	169	136	134	251	72
Civil Functions	215	180	56	61	59	56	66	41	79	121
Other Defense Agencies			175	86	84	105	119	159		
FOR WORK OUTSIDE U. S. C/	6,421	6,394	5,645	5,602	5,826	5,941	9,178	7,149	6,381	8,149
Army	2,265	2,127	1,735	1,554	1,834	1,820	2,253	2,280	2,331	3,082
Navy	1,138	1,349	1,478	1,173	1,075	1,052	2,371	1,742	1,455	1,453
Air Force	1,139	1,453	1,478	1,220	1,569	1,707	2,348	1,742	1,213	1,984
Defense Logistics Agency	1,489	1,222	1,546	1,291	1,546	953	2,358	1,510	1,412	1,588
Civil Functions	320	217	227	111	10	15	8	10	1	50
Other Defense Agencies				153	191	135	265	142	138	86
EDUCATIONAL + NONPROFIT INSTITUTIONS	3,563	3,287	3,291	3,315	3,444	3,438	3,646	3,530	3,272	3,469
Army	1,237	819	922	897	759	698	634	443	423	440
Navy	1,804	1,042	1,093	1,093	746	866	831	837	952	1,142
Air Force	1,200	1,166	1,044	1,045	1,463	1,426	1,576	1,781	1,605	1,589
Defense Logistics Agency	101	107	107	107	105	109	115	110	115	114
Civil Functions	21	27	32	24	27	23	26	26	42	42
Other Defense Agencies	200	205	155	149	344	316	387	332	159	142
BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)	106,905	109,489	110,033	112,013	116,007	117,151	125,878	123,821	120,003	130,815
Army	24,035	25,306	24,155	23,715	23,614	25,330	29,612	28,127	27,442	27,534
Navy	32,174	33,280	36,288	34,977	37,241	38,235	39,610	41,717	42,176	50,054
Air Force	29,832	31,138	30,193	33,948	34,980	33,731	40,349	39,039	36,949	35,601
Defense Logistics Agency	8,544	7,657	7,360	7,972	7,923	7,277	10,606	9,303	9,177	9,241
Civil Functions	2,545	2,481	2,721	2,614	2,458	2,723	2,233	2,018	1,434	2,035
Other Defense Agencies	9,775	9,627	9,315	8,787	9,792	9,865	3,469	3,616	2,824	2,347
SMALL BUSINESS FIRMS	24,476	25,387	25,274	24,805	24,872	23,989	25,936	23,956	22,772	25,229
Army	6,577	7,136	6,653	6,403	6,423	6,131	6,717	5,771	5,137	6,462
Navy	7,069	6,982	7,590	7,195	7,162	7,629	7,876	7,673	7,698	8,157
Air Force	4,619	5,160	5,301	5,169	5,306	4,665	5,343	5,170	4,583	5,169
Defense Logistics Agency	3,760	3,636	3,308	3,518	3,556	2,951	4,383	3,913	4,319	3,990
Civil Functions	1,080	1,095	1,057	1,080	909	1,043	4,935	821	4,182	3,979
Other Defense Agencies	1,371	1,378	1,365	1,442	1,516	1,569	683	607	453	472
SMALL BUSINESS PERCENT OF BUSINESS FIRMS	22.9 %	23.2 %	23.0 %	22.1 %	21.4 %	20.5 %	20.6 %	19.3 %	19.0 %	19.3 %
Army	27.4	28.2	27.5	27.0	27.2	24.2	22.7	20.5	18.7	23.5
Navy	22.0	21.0	20.9	20.6	19.2	24.0	22.9	18.4	18.3	16.3
Air Force	15.5	16.5	17.6	15.2	15.2	13.8	13.2	13.2	12.4	13.1
Defense Logistics Agency	44.0	47.5	44.9	44.1	44.9	40.5	41.3	42.1	46.0	43.2
Civil Functions	42.4	44.2	38.9	41.3	37.0	38.3	41.9	40.7	47.6	48.1
Other Defense Agencies	14.0	14.3	14.7	16.4	15.5	15.9	19.7	16.8	16.0	20.1

^{A/} For definitions and coverage, see notes on coverage.

^{B/} Commencing with FY 1989, the total includes Tariff or Regulated Acquisitions not included elsewhere in this table.

^{C/} Includes foreign firms for performance in U.S.

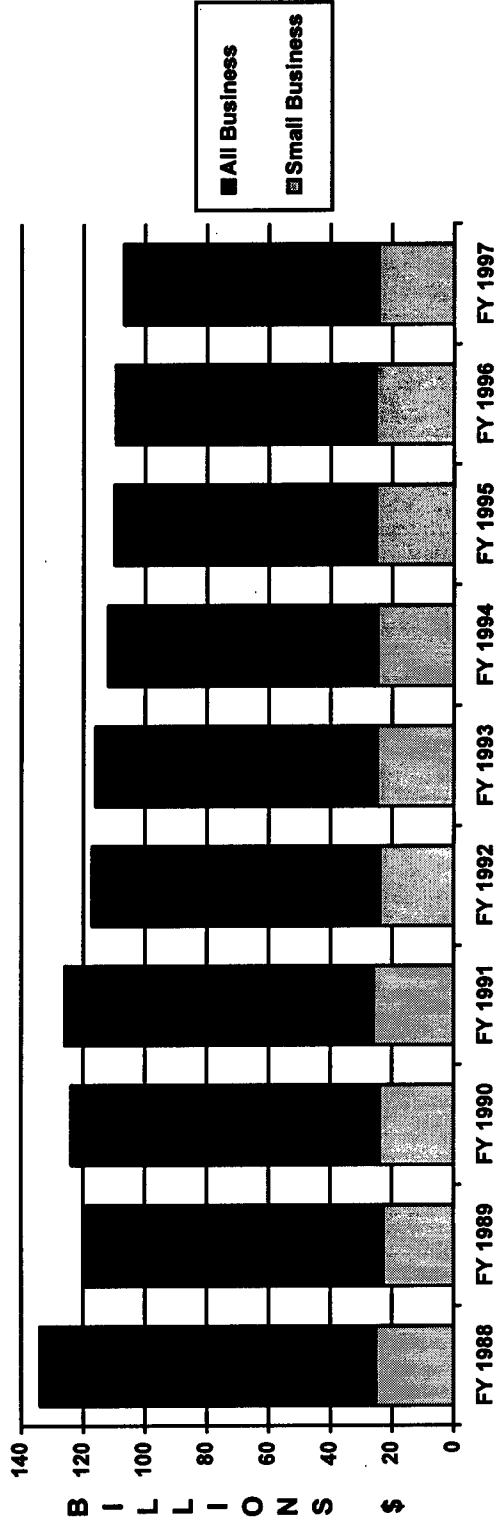
* Less than \$500,000.

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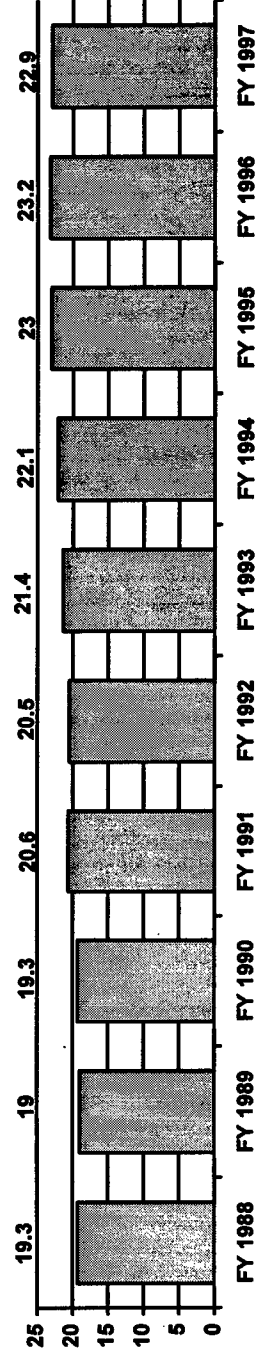
Chart II

Net Value of DoD Prime Contract Awards to Small Businesses, to All Businesses, and Percent Distribution to Small Businesses: FY 1988 - 1997

Net Value of Awards



Percent to Small Business



AWARDS BY PROCUREMENT PROGRAM

Data on the net value of prime contract awards to businesses in the United States, by procurement program, are shown in Table 5, page 17, for FY 1997 and FY 1996, and in Table 6, page 21, for FY 1988 through FY 1997. Table 6a, page 23, provides data on awards, by procurement program, according to the Defense Component making the awards, for FY 1988 through FY 1997.

Total DoD procurement from U.S. businesses for work performed in the United States during the FY 1997 totaled \$106,905 million; \$2,584 million (2.4 percent) less than FY 1996. A comparison of FY 1997 totals shows a decrease in the Major Hard Goods Category (4.7 percent) and All Other Categories (2.9 percent), with an increase in Services (5.2 percent).

The largest decreases in the procurement programs were in Airframes and Related Assemblies and Spares, \$2,073 million; all actions of \$25,000 or less, \$825 million; and Missile and Space Systems, \$751 million. The increasing use of the Government Purchase Card, which is not reported in the Defense Contract Action Data System, is the primary reason for the decline in the number of actions of \$25,000 or less. The programs with the largest increases were Services, \$991 million; and Electronics and Communication Equipment, \$580 million.

Chart III, page 19, shows awards to all businesses and percentage distribution to small businesses, by procurement program, for FY 1997 and FY 1996.

TABLE 5
DoD Prime Contract Awards to All Businesses and to Small Businesses,
by Procurement Program: FY 1997 - FY 1996 ^{A/}

(AMOUNTS IN THOUSANDS)

PROCUREMENT PROGRAM	October 1996 - September 1997				October 1995 - September 1996			
	T O T A L		SMALL BUSINESS		T O T A L		SMALL BUSINESS	
	Amount	%	Amount	%	Amount	%	Amount	%
TOTAL /C	\$128,414,938	100.0	\$24,476,485	100.0	\$132,178,214	100.0	\$25,387,141	100.0
INTERAGENCY/FMS	11,475,267				12,952,534			
FOR WORK OUTSIDE U. S. D/	6,421,492				6,393,565			
EDUCATIONAL + NON-PROFIT INSTITUTIONS	3,562,536				3,287,418			
BUSINESS FIRMS FOR WORK IN THE U. S. (SUB-TOTAL)	106,905,074	100.0	\$24,476,485	100.0	109,488,652	100.0	\$25,387,141	100.0
MAJOR HARD GOODS (SUB-TOTAL)	52,493,217	49.1	5,123,944	20.9	55,055,087	50.3	5,174,151	20.4
AIRCRAFT (SUB-TOTAL)	18,442,907	17.3	1,074,086	4.4	20,322,891	18.6	1,027,173	4.1
AIRFRAMES AND RELATED ASSEMBLIES AND SPARES	12,600,687	11.8	400,833	3.2	14,673,931	13.4	370,048	1.5
AIRCRAFT ENGINES AND RELATED SPARES	2,698,637	2.5	177,746	0.7	2,623,116	2.4	163,000	0.6
OTHER AIRCRAFT EQUIPMENT AND SUPPLIES	3,143,583	2.9	495,506	2.0	3,025,844	2.8	494,125	2.0
MISSILE AND SPACE SYSTEMS	9,485,162	8.9	840,668	3.4	10,236,032	9.4	856,529	3.4
SHIPS	6,763,147	6.3	793,323	3.2	7,061,831	6.5	653,051	2.6
TANK-AUTOMOTIVE (SUB-TOTAL)	2,553,778	2.4	342,488	1.4	2,693,528	2.5	342,693	1.4
COMBAT VEHICLES	1,680,184	1.6	163,930	0.7	1,743,088	1.6	142,303	0.6
NON-COMBAT VEHICLES	873,594	0.8	178,559	0.7	950,440	0.9	200,390	0.8
WEAPONS	1,501,463	1.4	130,995	0.5	1,357,432	1.2	136,112	0.5
AMMUNITION	1,663,667	1.6	284,742	1.2	1,879,899	1.7	315,548	1.2
ELECTRONICS AND COMMUNICATION EQUIPMENT	12,083,093	11.3	1,737,642	7.1	11,503,454	10.5	1,843,045	7.3
SERVICES	20,155,230	18.9	6,176,730	25.2	19,164,182	17.5	5,642,358	22.2
ALL OTHER (SUB-TOTAL)	34,256,627	32.0	13,175,811	53.8	35,269,383	32.2	14,570,632	57.4
SUBSISTENCE	1,505,241	1.4	316,652	1.3	1,577,512	1.4	316,413	1.3
TEXTILES, CLOTHING AND EQUIPAGE	816,766	0.8	311,860	2.1	756,874	0.7	492,873	1.9
FUELS + LUBRICANTS (SUB-TOTAL)	2,858,981	2.7	793,320	3.2	2,735,817	2.5	992,199	3.9
PETROLEUM	2,704,664	2.5	735,470	3.0	2,588,535	2.4	940,483	3.7
OTHER FUELS + LUBRICANTS	139,603	0.1	48,877	0.2	135,895	0.1	51,744	0.2
SEPARATELY PROCURED CONTAINERS, HANDLING EQUIP.	14,713	*	8,974	*	7,407	*	27-	0.4
MISCELLANEOUS HARD GOODS (SUB-TOTAL)	8,317,874	7.8	2,390,548	9.8	8,323,726	7.6	2,619,998	10.3
BUILDING SUPPLIES	25,456	*	5,326	*	16,728	*	8,588	*
TRANSPORTATION EQUIPMENT	491	*	360	*	154,598	0.1	41,769	0.2
PRODUCTION EQUIPMENT	103,231	0.1	32,087	0.1	154,598	0.1	41,769	0.2
CONSTRUCTION EQUIPMENT	23,780	*	7,946	*	154,598	0.1	41,769	0.2
MEDICAL + DENTAL SUPPLIES + EQUIPMENT	604,973	0.6	119,320	0.5	532,508	0.5	121,173	0.5
PHOTOGRAPHIC EQUIPMENT + SUPPLIES	10,907	0.0	7,324	0.0	10,738	0.0	47,509	0.2
MATERIALS HANDLING EQUIPMENT	68,443	0.1	17,005	0.1	18,609	*	47,394	0.2
ALL OTHER SUPPLIES + EQUIPMENT	7,480,594	7.0	2,150,880	8.8	7,537,583	6.9	2,383,555	9.4
CONSTRUCTION	10,929,175	10.2	4,344,509	17.8	11,221,691	10.3	4,959,920	19.5
ALL ACTIONS OF \$25,000 OR LESS	9,828,591	9.2	4,818,921	19.7	10,653,762	9.7	5,189,228	20.4

A/ For definitions and coverage, see notes on coverage.
 B/ Percentage of small business firms (column 3) to all business firms for work in the U. S. (column 1).
 C/ Commencing with FY 1989, the total includes tariff or Regulated Acquisitions not included elsewhere in this table.
 D/ Includes foreign firms for performance in U.S.
 * Less than 0.05 percent.

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Chart III

Net Value of DoD Prime Contract Awards to All Businesses and Percent Distribution to Small Businesses, by Procurement Program: FY 1997 and FY 1996

Net Value to All Businesses
(in Billions \$)

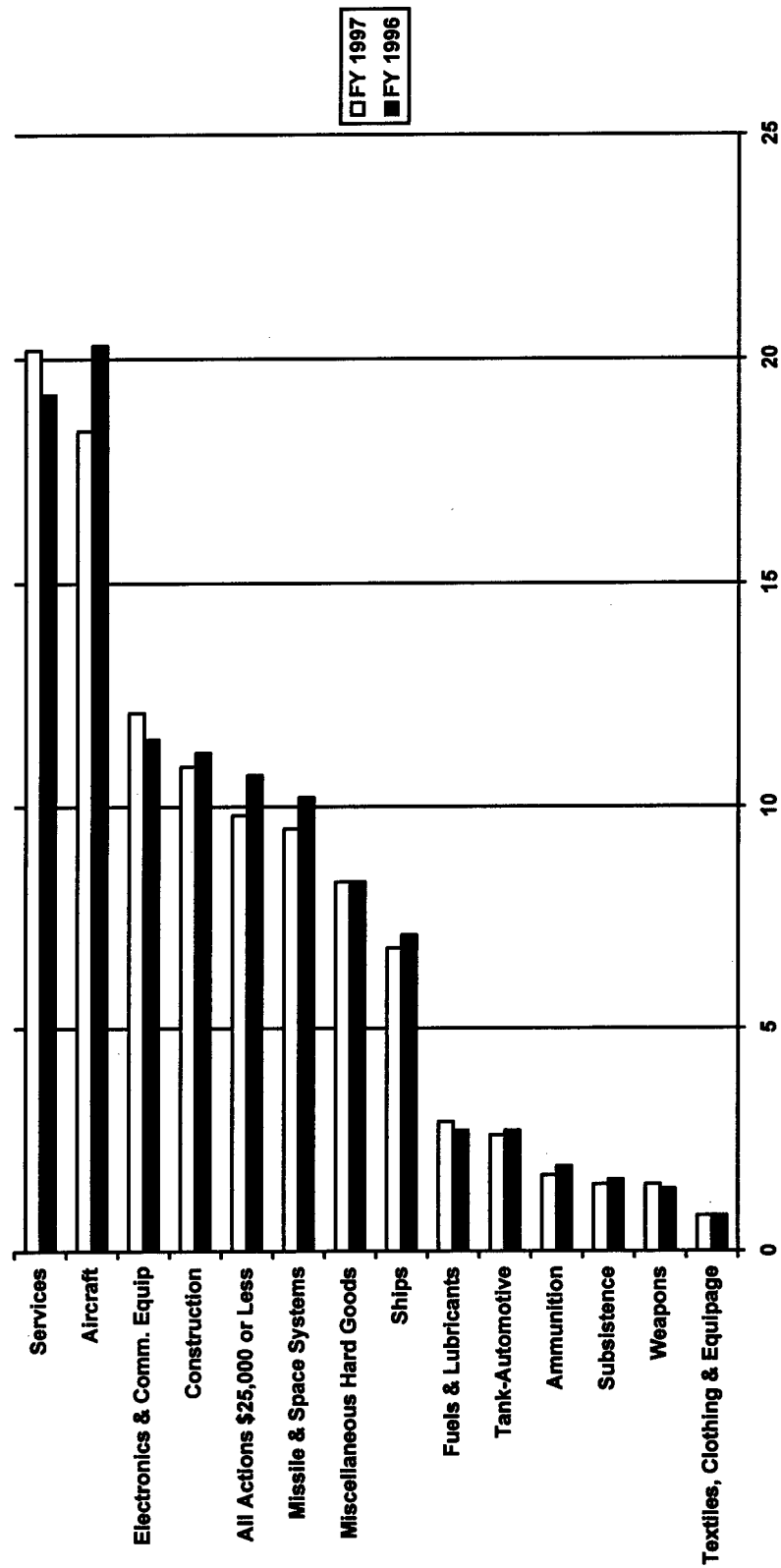


Chart III (concluded)

Net Value of DoD Prime Contract Awards to All Businesses and Percent Distribution to Small Businesses, by Procurement Program: FY 1997 and FY 1996

Percent to Small Businesses

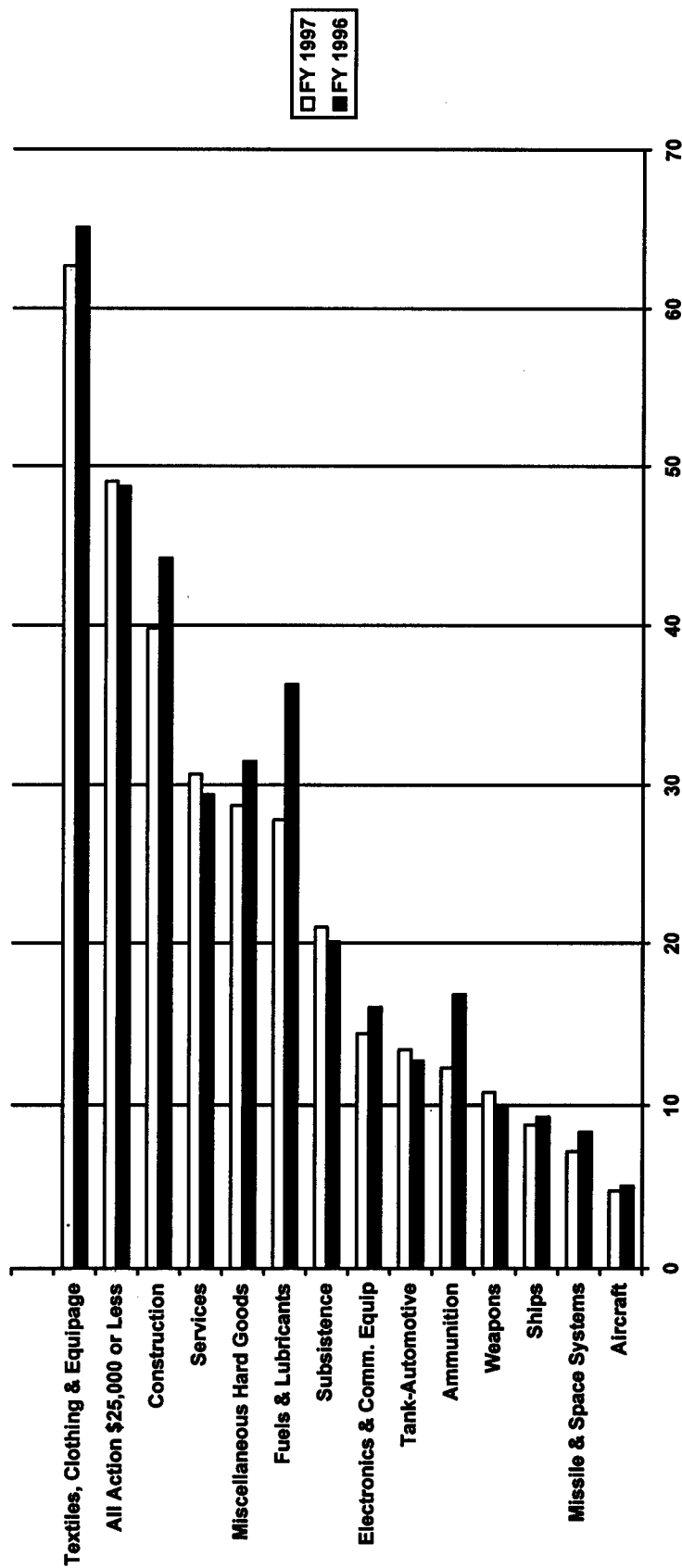


TABLE 6
DoD Prime Contract Awards to All Businesses and to Small Businesses,
by Procurement Program: FY 1997 - FY 1993 A/

PROCUREMENT PROGRAM	NET VALUE (\$ 000)					PERCENT				
	FY 1997	FY 1996	FY 1995	FY 1994	FY 1993	FY '97	FY '96	FY '95	FY '94	FY '93
TOTAL B/ INTERAGENCY/FMS FOR WORK OUTSIDE THE U.S. C/ EDUCATIONAL AND NONPROFIT INSTITUTIONS	\$128,414,938 11,475,267 6,421,492 3,562,536	\$132,178,214 12,952,534 6,393,565 3,287,418	\$131,364,903 12,332,208 5,644,982 3,291,404	\$132,219,300 11,097,605 5,602,092 3,315,355	\$138,307,134 12,863,802 5,826,463 3,443,799					
BUSINESS FIRMS FOR WORK IN THE U.S.										
BUSINESS FIRMS TOTAL	106,905,074	109,488,652	110,032,612	112,013,450	116,007,150	100.0	100.0	100.0	100.0	100.0
MAJOR HARD GOODS (SUBTOTAL)	52,493,217	55,055,087	56,016,319	59,242,008	64,545,052	49.1	50.3	50.9	52.9	55.6
Aircraft	18,442,907	20,322,891	18,783,404	23,497,249	22,951,967	17.3	18.6	17.1	21.0	19.8
Missile and Space Systems	9,485,162	10,236,032	10,551,238	11,591,323	12,133,067	8.9	9.3	9.6	10.3	10.5
Ships	6,763,147	7,061,831	7,105,634	6,836,228	7,006,798	6.3	6.4	6.3	6.1	7.8
Tank-Automotive	2,553,778	2,693,528	2,070,787	2,383,673	2,354,113	2.4	2.5	1.9	2.1	2.0
Weapons	1,357,452	1,368,214	1,207,736	1,024,736	1,210,560	1.2	1.2	1.2	0.9	1.0
Ammunition	1,663,667	1,879,899	1,833,223	1,467,799	2,676,436	1.6	1.7	1.7	1.3	2.3
Electronics and Communications Equip.	12,083,093	11,503,454	12,303,818	12,441,000	14,212,080	11.3	10.5	11.2	11.1	12.3
SERVICES	20,155,230	19,164,182	18,588,503	17,663,185	17,514,588	18.9	17.5	16.9	15.8	15.1
ALL OTHER (SUBTOTAL)	34,256,627	35,269,383	35,427,790	35,108,257	33,947,511	32.0	32.2	32.2	31.3	29.3
Subsistence	1,205,241	1,577,512	1,837,109	1,513,081	1,741,204	1.4	1.4	1.7	1.4	1.5
Textiles, Clothing, and Equipage	816,766	756,874	707,259	568,721	573,910	0.8	0.7	0.6	0.5	0.5
Fuels and Lubricants	2,858,981	2,735,817	2,593,892	3,374,005	3,203,700	2.7	2.5	2.4	3.0	2.8
Miscellaneous Hard Goods	8,317,875	8,323,726	7,936,844	6,329,272	7,500,406	7.8	7.6	7.2	5.7	6.5
Construction	10,929,175	11,221,691	10,856,606	11,577,252	8,790,497	10.2	10.2	9.9	10.3	7.6
All Actions of \$25,000 or Less	9,828,591	10,653,762	11,496,080	11,745,927	12,137,794	9.2	9.7	10.4	10.5	10.5
SMALL BUSINESS FIRMS FOR WORK IN THE U.S.										
SMALL BUSINESS TOTAL	24,476,485	25,387,141	25,274,222	24,805,355	24,871,687	22.9	23.2	23.0	22.1	21.4
MAJOR HARD GOODS (SUBTOTAL)	5,123,944	5,174,151	4,948,453	4,627,359	5,257,649	9.8	9.4	8.8	7.8	8.1
Aircraft	1,074,086	1,027,173	895,753	880,059	931,255	5.8	5.1	4.8	3.7	4.1
Missile and Space Systems	940,668	856,529	759,092	761,273	773,104	8.9	8.4	7.2	6.6	6.4
Ships	793,323	653,051	804,967	678,043	914,784	11.7	9.2	8.8	9.9	10.2
Tank-Automotive	342,488	342,693	311,307	290,855	344,194	13.4	12.7	15.0	12.2	14.6
Weapons	330,795	336,112	147,635	147,688	165,047	8.7	10.0	10.8	14.4	13.6
Ammunition	204,742	315,548	189,022	144,345	341,837	12.3	16.8	10.3	13.9	12.8
Electronics and Communications Equip.	1,737,642	1,843,045	1,840,677	1,725,097	1,787,427	14.3	16.0	15.0	13.9	12.6
SERVICES	6,176,730	5,642,358	5,275,832	4,701,959	4,709,237	30.6	29.4	28.4	26.6	26.9
ALL OTHER (SUBTOTAL)	13,175,811	14,570,632	15,049,937	15,476,036	14,904,801	38.5	41.3	42.5	44.1	43.9
Subsistence, Clothing, and Equipage	319,852	362,873	401,735	328,095	464,325	21.9	20.1	21.8	28.3	26.7
Fuels and Lubricants	763,920	902,193	730,635	923,369	1,423,344	24.7	24.7	23.2	29.7	29.7
Miscellaneous Hard Goods	2,300,548	2,415,598	2,489,382	1,923,922	2,128,608	26.7	31.3	30.4	34.0	28.4
Construction	4,344,509	4,359,820	4,829,882	2,123,822	2,438,493	36.0	31.3	30.4	34.0	28.4
All Actions of \$25,000 or Less	4,818,921	5,189,228	6,292,863	6,351,327	6,496,322	49.0	48.7	54.7	54.1	53.5

A/ For definitions and coverage, see notes on coverage.
 B/ Comparing with FY 1989, the total includes tariff or regulated acquisitions not included elsewhere in this table.
 C/ Includes foreign concerns with performance in U.S.

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TABLE 6 (concluded)
DoD Prime Contract Awards to All Businesses and to Small Businesses,
by Procurement Program: FY 1992 - FY 1988 ^{A/}

PROCUREMENT PROGRAM	N E T V A L U E (\$ 0 0 0)					P E R C E N T				
	FY 1992	FY 1991	FY 1990	FY 1989	FY 1988	FY '92	FY '91	FY '90	FY '89	FY '88
TOTAL B/ INTERAGENCY/FMS FOR WORK OUTSIDE THE U.S. C/ EDUCATIONAL AND NONPROFIT INSTITUTIONS	\$136,296,711 9,576,847 5,941,341 3,438,236	\$150,855,269 11,947,932 9,178,174 3,645,617	\$144,672,473 9,964,253 7,149,132 3,529,523	\$139,343,457 9,579,291 6,380,922 3,272,473	\$151,352,713 8,919,370 8,149,175 3,469,352					
BUSINESS FIRMS FOR WORK IN THE U.S.										
BUSINESS FIRMS TOTAL	117,150,787	125,878,379	123,820,831	120,002,855	130,814,816	100.0	100.0	100.0	100.0	100.0
MAJOR HARD GOODS (SUBTOTAL)	67,052,198	74,127,414	79,120,269	79,917,592	85,856,513	57.2	58.8	63.9	66.6	65.6
Aircraft	24,069,254	23,637,167	23,994,463	24,225,694	24,878,326	20.5	18.8	18.4	20.2	19.1
Missile and Space Systems	13,102,239	16,313,898	17,136,849	18,735,096	19,593,980	11.2	13.0	13.8	13.6	13.1
Ships	8,255,915	9,313,719	10,303,581	9,596,142	13,716,230	7.0	7.4	8.3	8.0	10.5
Tank-Automotive	2,724,878	3,322,993	3,322,970	3,821,233	3,627,925	2.3	3.4	2.7	3.2	3.0
Weapons	1,418,550	1,717,428	1,842,130	1,518,643	1,667,409	1.2	1.5	1.5	1.3	1.3
Ammunition	3,245,950	3,564,703	4,032,453	3,900,238	4,119,354	2.8	2.8	3.3	3.3	3.1
Electronics and Communications Equip.	14,235,413	15,219,506	18,487,823	18,120,546	17,753,289	12.2	12.1	14.9	13.1	13.6
SERVICES	17,330,305	16,937,287	14,637,670	11,708,407	12,029,739	14.8	13.5	11.8	9.8	9.2
ALL OTHER (SUBTOTAL)	32,768,284	34,813,678	30,062,892	28,376,856	32,928,564	28.0	27.7	24.3	23.6	25.2
Substance	1,497,948	2,243,209	1,605,594	1,265,301	1,259,007	1.3	1.8	1.3	1.1	1.0
Textiles, Clothing, and Equipage	646,719	1,332,714	744,857	859,577	1,150,449	0.6	1.1	0.6	0.7	0.9
Fuels and Lubricants	2,767,897	3,680,514	3,771,388	3,475,105	3,292,185	2.4	2.9	2.7	2.5	2.5
Miscellaneous Hard Goods	7,441,649	7,620,572	7,056,160	6,995,804	7,745,382	6.4	6.1	5.7	5.8	5.9
Construction	8,250,531	8,586,177	5,757,232	7,435,552	8,066,574	7.0	6.8	6.0	6.2	6.7
All Actions of \$25,000 or Less	12,163,540	11,350,392	11,127,661	8,345,517	11,414,967	10.4	9.0	9.0	7.0	8.7
SMALL BUSINESS FIRMS FOR WORK IN THE U.S.										
SMALL BUSINESS TOTAL	23,988,906	25,936,484	23,955,745	22,771,551	25,228,786	20.5	20.6	19.3	19.0	19.3
MAJOR HARD GOODS (SUBTOTAL)	5,417,521	5,788,734	6,102,841	5,688,817	5,854,002	8.1	7.8	7.7	7.1	6.8
Aircraft	832,537	1,144,071	1,082,380	1,110,770	1,119,120	3.5	4.2	4.5	4.6	4.5
Missile and Space Systems	1,069,973	1,687,450	1,675,614	1,702,396	1,659,297	6.0	4.2	3.9	3.7	3.3
Ships	427,519	602,807	1,388,697	1,359,858	1,199,631	13.0	12.3	15.4	14.2	8.7
Tank-Automotive	185,731	204,319	239,634	357,394	394,365	15.7	13.9	14.0	14.0	10.0
Weapons	386,706	501,724	371,300	301,679	235,679	13.1	11.9	13.0	14.0	14.1
Ammunition	1,722,555	1,705,266	1,679,391	301,679	412,887	11.9	8.5	9.2	7.7	10.0
Electronics and Communications Equip.	4,419,784	4,333,665	4,202,934	1,643,575	1,833,023	12.1	11.2	9.1	9.1	10.3
SERVICES	14,151,600	15,814,085	13,649,970	13,621,574	15,604,032	25.5	25.6	28.7	29.6	31.3
ALL OTHER (SUBTOTAL)	315,161	315,161	691,267	621,149	604,032	43.2	45.4	45.4	48.0	47.4
Substance	332,766	612,912	496,357	606,614	880,045	27.7	47.2	43.1	42.9	39.7
Textiles, Clothing, and Equipage	835,223	711,056	1,053,014	1,152,910	980,045	51.5	53.5	66.6	70.6	76.5
Fuels and Lubricants	2,151,825	2,151,825	2,087,270	1,970,878	2,214,365	30.2	24.8	27.9	33.2	20.4
Miscellaneous Hard Goods	4,154,889	4,519,830	3,122,523	4,666,353	5,043,326	26.9	28.3	29.6	28.2	28.6
Construction	6,414,889	6,355,357	6,199,539	4,681,670	6,295,397	52.7	56.0	55.7	56.1	62.5
All Actions of \$25,000 or Less										55.2

Note: Refer to first page of this table for footnotes.

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TABLE 6a
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1997 - FY 1996^{A/}

(AMOUNTS IN THOUSANDS)

M A J O R P R O G R A M	T O T A L	ARMY	NAVY	AIR FORCE	LOGISTICS	CIVIL	DEFENSE
FISCAL YEAR 1997							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) /B	\$106,905,074	\$24,035,051	\$32,173,920	\$29,831,779	\$8,544,177	\$2,545,132	\$9,775,016
MAJOR HARD GOODS (SUBTOTAL)	52,493,217	12,790,907	18,511,369	19,652,726	966,067	31,626	540,523
Aircraft	18,442,907	1,256,131	5,856,158	10,699,092	564,685	417	66,424
Missile and Space Systems	9,483,162	3,673,756	2,026,056	3,779,620	3,200	0	2,530
Ships	6,763,147	20,569	6,682,631	27	46,533	7,812	5,776
Tank-Automotive	2,553,778	2,300,589	93,336	81,018	77,937	121	1,360
Weapons	1,501,463	573,331	596,446	320,797	9,529	0	1,289
Ammunition	1,663,667	1,330,060	89,939	242,580	263,384	23,276	463,567
Electronics and Communications Equip.	12,083,093	3,636,470	3,166,804	4,529,592	187,919	572,743	3,954,022
SERVICES	20,155,230	5,125,328	6,365,979	3,949,238	7,390,191	1,940,763	5,280,470
ALL OTHER (SUBTOTAL)	34,256,627	6,118,816	7,296,571	6,229,815	356,417	0	1,091,284
Subsistence	1,505,241	35,765	19,721	2,054	702,625	0	0
Textiles, Clothing, and Equipage	816,766	64,120	46,328	3,693	2,805,974	171	523,427
Fuels and Lubricants	2,858,981	16,390	13,542	22,903	1,153,405	102,108	16,229
Miscellaneous Hard Goods	8,317,874	952,278	1,998,946	3,587,709	13,589	1,655,064	3,649,530
Construction	10,929,175	4,004,526	3,776,802	1,462,966	2,358,182	183,420	0
All Actions of \$25,000 or Less	9,828,591	1,045,737	1,441,232	1,150,490	0	0	0
FISCAL YEAR 1996							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) /B	\$109,488,652	\$25,305,706	\$33,279,973	\$31,137,901	\$7,657,022	\$2,480,562	\$9,627,488
MAJOR HARD GOODS (SUBTOTAL)	55,055,087	13,575,994	20,066,656	20,044,500	740,864	53,818	573,255
Aircraft	20,322,891	1,861,583	6,322,214	11,728,726	377,427	843	32,099
Missile and Space Systems	10,236,032	3,544,101	2,796,694	3,888,693	6,245	0	2,300
Ships	7,061,831	23,527	6,976,101	6,521	56,562	9,230	2,931
Tank-Automotive	2,693,528	2,453,356	74,241	96,761	66,595	404	2,170
Weapons	1,357,452	654,465	486,119	207,434	9,360	0	0
Ammunition	1,879,899	1,443,387	115,987	320,215	310	0	0
Electronics and Communications Equip.	11,503,454	3,595,575	3,295,300	3,809,193	224,365	43,342	535,679
SERVICES	19,164,182	5,434,422	5,742,516	3,964,478	128,843	431,369	3,462,554
ALL OTHER (SUBTOTAL)	35,269,383	6,295,290	7,470,801	7,128,922	6,787,315	1,995,375	5,591,679
Subsistence	1,577,512	21,502	10,002	973	455,014	0	1,090,020
Textiles, Clothing, and Equipage	756,874	56,486	4,693	204	690,859	27	605
Fuels and Lubricants	2,735,817	12,997	7,170	4,204	2,694,934	339	0
Miscellaneous Hard Goods	8,323,726	942,004	1,759,000	3,923,493	970,472	189,739	539,018
Construction	11,221,691	3,921,408	3,825,196	1,788,791	12,816	1,592,047	13,433
All Actions of \$25,000 or Less	10,653,762	1,270,893	1,864,740	1,393,083	1,963,220	1,213,223	3,948,603

A/ For definitions and coverage, see notes on coverage.
 B/ Excludes foreign concerns with performance in U.S.

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TABLE 6a (continued)
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1995 - FY 1994^{A/}

(AMOUNTS IN THOUSANDS)

M A J O R P R O G R A M	T O T A L	ARMY	NAVY	AIR FORCE	LOGISTICS	CIVIL	DEFENSE
FISCAL YEAR 1995							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) /B	\$110,032,612	\$24,155,177	\$36,287,879	\$30,193,368	\$7,359,979	\$2,720,941	\$9,315,269
MAJOR HARD GOODS (SUBTOTAL)	56,016,319	12,669,752	22,614,863	19,492,411	604,565	44,007	590,721
Aircraft	18,783,404	2,072,878	6,336,025	10,096,400	271,194	1,190	5,717
Missile and Space Systems	10,551,238	3,233,979	2,923,999	4,388,246	7,621	95	299
Ships	9,105,634	16,631	9,016,826	140,163	54,969	16,856	79
Tank-Automotive	2,070,787	1,813,586	67,318	140,163	57,981	150	1,889
Weapons	1,368,214	1,583,821	67,318	153,773	12,970	0	81
Ammunition	1,833,223	1,488,687	17,535	197,412	0	0	0
Electronics and Communications Equip.	12,303,818	3,460,170	3,516,700	4,515,745	202,830	25,715	582,657
SERVICES	18,588,503	4,912,684	6,001,518	3,824,217	162,817	497,585	3,189,682
ALL OTHER (SUBTOTAL)	35,427,790	6,572,741	7,671,498	6,876,740	6,592,598	2,179,348	5,534,865
Subsistence	1,837,109	16,756	8,463	85	690,738	0	1,121,068
Textiles, Clothing, and Equipage	707,259	74,933	4,686	10,084	616,906	603	48
Fuels and Lubricants	2,593,892	2,568	12,086	12,050	2,566,594	566	29
Miscellaneous Hard Goods	7,936,844	828,427	1,910,110	3,511,183	739,104	168,938	779,083
Construction	10,856,606	4,034,137	3,303,163	1,751,616	11,575	1,735,038	21,077
ALL Actions of \$25,000 or Less	11,496,080	1,615,920	2,432,992	1,591,721	1,967,681	274,204	3,613,561
FISCAL YEAR 1994							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) /B	\$112,013,450	\$23,715,470	\$34,976,561	\$33,947,653	\$7,972,247	\$2,614,310	\$8,787,208
MAJOR HARD GOODS (SUBTOTAL)	59,242,008	11,756,880	21,679,925	24,344,249	509,293	44,188	907,473
Aircraft	23,497,249	1,862,413	6,952,201	14,483,901	189,949	0	8,785
Missile and Space Systems	11,591,323	3,061,836	3,528,431	4,895,613	4,938	0	506
Ships	2,831,228	2,142,026	6,753,185	3,752	47,826	16,107	782
Tank-Automotive	2,083,273	2,142,026	69,677	102,334	68,914	177	546
Weapons	1,024,736	1,490,189	382,492	144,168	7,797	0	90
Ammunition	1,467,799	3,117,197	144,603	205,873	125	0	0
Electronics and Communications Equip.	12,441,000	3,070,643	3,747,336	4,508,608	189,744	27,905	896,764
SERVICES	17,663,185	4,914,891	5,354,598	4,092,913	191,776	413,528	2,695,480
ALL OTHER (SUBTOTAL)	35,108,257	7,043,699	7,942,039	5,510,491	7,271,178	2,156,595	5,184,255
Subsistence	1,513,081	17,018	12,665	46	850,333	0	633,019
Textiles, Clothing, and Equipage	568,721	44,219	15,317	26,095	482,301	152	37
Fuels and Lubricants	3,374,005	5,646	20,587	7,840	3,339,834	3-	0
Miscellaneous Hard Goods	6,329,272	827,358	1,782,920	2,251,275	806,008	126,471	535,239
Construction	11,577,252	4,466,359	3,861,544	1,488,694	14,084	1,722,330	21,241
ALL Actions of \$25,000 or Less	11,745,927	1,683,098	2,249,007	1,738,541	1,777,919	1,302,644	3,994,719

Note: Refer to first page of this table for footnotes.

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TABLE 6a (continued)
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1993 - FY 1992^{A/}

(AMOUNTS IN THOUSANDS)

M A J O R P R O G R A M	T O T A L	ARMY	NAVY	AIR FORCE	LOGISTICS	CIVIL	DEFENSE
FISCAL YEAR 1993							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) /B	\$116,007,150	\$23,614,026	\$37,241,099	\$34,979,675	\$7,922,547	\$2,457,709	\$9,792,095
MAJOR HARD GOODS (SUBTOTAL)	64,545,052	13,389,464	25,556,043	24,688,187	454,647	41,583	415,128
Aircraft	22,951,997	2,054,809	7,920,355	12,863,796	113,067	0	30-
Missile and Space Systems	12,133,967	3,493,855	3,300,212	5,331,682	3,715	177	3,427
Ships	9,006,798	13,144	8,925,149	3,747	52,521	12,337	0
Tank-Automotive	2,354,113	2,098,909	66,259	113,318	75,237	390	0
Weapons	1,210,560	496,296	529,303	180,837	3,567	0	557
Ammunition	2,676,436	1,820,018	277,838	578,443	50	0	86
Electronics and Communications Equip.	14,212,080	3,412,432	4,536,927	5,616,364	206,491	28,778	411,087
SERVICES	17,514,588	4,157,966	5,204,708	3,633,456	207,671	483,993	3,826,794
ALL OTHER (SUBTOTAL)	33,947,511	6,066,596	6,480,347	6,658,032	7,260,229	1,932,133	5,550,173
Subsistence	1,741,204	16,726	12,680	0	982,323	0	729,475
Textiles, Clothing, and Equipage	573,910	24,867	4,393	14,342	530,260	48	0
Fuels and Lubricants	3,203,700	8,314	23,212	11,140	3,160,184	145	705
Miscellaneous Hard Goods	7,500,406	981,633	1,622,757	3,342,333	3,886,218	100,393	567,072
Construction	8,790,497	3,279,047	2,414,928	1,506,222	18,378	1,557,337	14,587
All Actions of \$25,000 or Less	12,137,794	1,756,009	2,402,378	1,783,995	1,682,866	2,274,210	4,238,335
FISCAL YEAR 1992							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) /B	\$117,150,787	\$25,329,791	\$38,235,214	\$33,721,042	\$7,276,938	\$2,722,541	\$9,865,261
MAJOR HARD GOODS (SUBTOTAL)	67,052,198	15,759,487	26,324,882	24,060,568	482,987	54,206	370,067
Aircraft	24,069,254	2,860,762	7,268,361	13,797,218	141,634	973	307
Missile and Space Systems	13,102,239	3,765,675	4,715,925	4,606,526	4,780	0	9,333
Ships	8,255,915	22,604	8,154,983	48,307	51,263	25,514	638
Tank-Automotive	2,724,878	2,458,191	48,307	147,188	70,724	119	348
Weapons	1,418,550	792,078	459,010	162,947	4,478	0	37
Ammunition	3,245,950	2,764,969	163,975	316,583	4,285	0	138
Electronics and Communications Equip.	14,235,413	3,095,208	5,514,322	5,029,193	209,823	27,600	359,266
SERVICES	17,330,305	3,942,837	5,197,369	3,618,489	153,805	417,583	4,000,221
ALL OTHER (SUBTOTAL)	32,768,284	5,627,467	6,712,962	6,041,986	6,640,145	2,250,751	5,494,972
Subsistence	1,497,948	21,515	13,761	3,306	831,255	0	628,111
Textiles, Clothing, and Equipage	746,719	111,075	12,990	993	521,534	126	0
Fuels and Lubricants	2,787,897	21,674	12,032	10,266	2,723,151	74	473,137
Miscellaneous Hard Goods	7,441,649	1,069,841	1,642,289	3,048,103	1,050,117	156,161	20,352
Construction	8,250,531	2,723,451	2,472,934	1,159,842	1,021,990	1,831,947	4,373,372
All Actions of \$25,000 or Less	12,163,540	1,679,905	2,556,936	1,819,476	1,492,088	1,241,743	4,373,372

Note: Refer to first page of this table for footnotes.

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TABLE 6a (continued)
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1991 - FY 1990^{A/}

(AMOUNTS IN THOUSANDS)

M A J O R P R O G R A M	T O T A L	ARMY	NAVY	AIR FORCE	LOGISTICS	CIVIL	DEFENSE
FISCAL YEAR 1991							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) /B	\$125,878,379	\$29,611,843	\$39,609,593	\$40,348,615	\$10,606,024	\$2,232,969	\$3,469,335
MAJOR HARD GOODS (SUBTOTAL)	74,127,414	18,221,687	27,504,046	27,312,316	721,053	48,260	320,052
Aircraft	23,637,167	3,002,400	6,610,974	13,800,630	221,505	1,332	326
Missile and Space Systems	16,331,898	4,241,630	4,927,470	7,168,130	9,701	0	4,987
Ships	9,313,719	18,212	9,183,830	5,696	90,862	14,938	4,181
Tank-Automotive	4,322,993	4,073,012	49,870	105,435	9,414	262	0
Weapons	1,717,428	809,755	687,598	205,920	12,658	0	1,497
Ammunition	3,564,703	2,920,805	527,349	101,694	12,853	0	0
Electronics and Communications Equip.	15,219,506	3,155,873	5,516,955	5,924,811	277,038	31,728	313,081
SERVICES	16,937,287	3,868,850	5,101,958	4,907,696	119,230	320,810	2,618,743
ALL OTHER (SUBTOTAL)	34,813,678	7,521,306	7,003,589	8,128,603	9,765,741	1,863,899	530,540
Substance	2,243,209	129,461	52,892	71,021	1,989,835	0	0
Textiles, Clothing, and Equipage	1,332,714	161,819	21,199	21,468	1,127,546	712	0
Fuels and Lubricants	3,680,374	8,502	24,543	11,122	3,635,462	212	673
Miscellaneous Hard Goods	7,620,672	1,225,277	1,535,277	2,978,784	1,425,187	101,514	353,951
Construction	6,386,177	3,004,055	2,716,943	1,343,749	27,264	1,493,248	13,393
All Actions of \$25,000 or Less	11,350,392		2,652,765	3,702,459	1,560,447	268,143	162,523
FISCAL YEAR 1990							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) /B	\$123,820,831	\$28,168,596	\$41,719,587	\$39,038,697	\$9,303,034	\$2,018,306	\$3,572,611
MAJOR HARD GOODS (SUBTOTAL)	79,120,269	19,026,924	30,659,526	28,329,653	593,367	22,163	488,636
Aircraft	23,994,463	3,788,506	7,458,794	12,549,506	197,578	105	26-
Missile and Space Systems	17,136,849	3,784,674	4,954,980	8,383,419	7,498	0	6,278
Ships	10,303,581	14,925	10,208,678	8,296	58,856	11,826	0
Tank-Automotive	3,322,970	3,134,647	7,709	130,250	50,300	14	150-
Weapons	1,842,130	1,022,649	547,884	255,204	6,193	0	0
Ammunition	4,032,453	3,129,863	87,804	35,759	6,193	0	1,166-
Electronics and Communications Equip.	18,487,823	4,151,660	6,833,577	6,936,119	272,679	10,088	483,700
SERVICES	14,637,670	3,193,190	5,034,324	3,344,751	167,953	309,742	2,587,710
ALL OTHER (SUBTOTAL)	30,062,892	5,948,482	6,025,737	7,364,293	8,541,714	1,686,401	496,265
Substance	1,605,594	122,661	54,628	42,108	1,386,269	0	72-
Textiles, Clothing, and Equipage	744,857	27,288	13,574	45,510	657,592	286	607
Fuels and Lubricants	3,771,388	12,933	6,093	8,102	3,742,871	1,038	351
Miscellaneous Hard Goods	7,056,160	1,083,754	1,734,624	2,560,940	1,217,261	103,982	355,599
Construction	5,757,232	1,729,667	1,746,583	901,456	1,355,308	12,354	12,354
All Actions of \$25,000 or Less	11,127,661	2,972,179	2,470,235	3,806,177	1,525,857	1,225,787	127,426

Note: Refer to first page of this table for footnotes.

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TABLE 6a (concluded)
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1989 - FY 1988^{A/}

(AMOUNTS IN THOUSANDS)

M A J O R P R O G R A M	T O T A L	ARMY	NAVY	AIR FORCE	LOGISTICS	CIVIL	DEFENSE
FISCAL YEAR 1989							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) /B	\$120,002,855	\$27,442,067	\$42,175,722	\$36,949,414	\$9,177,392	\$1,434,248	\$2,824,012
MAJOR HARD GOODS (SUBTOTAL)	79,917,592	19,529,244	31,562,078	27,833,633	592,937	23,226	376,474
Aircraft	24,225,694	3,077,892	8,428,859	12,529,613	189,372	0	42-
Missile and Space Systems	18,735,096	4,198,865	6,353,037	8,174,870	5,744	0	580
Ships	9,596,142	67,111	9,423,005	8,174,888	95,755	5,383	0
Tank-Automotive	3,821,233	3,637,902	10,211	121,963	50,893	66	198
Weapons	1,518,433	658,067	547,241	286,565	7,041	0	281-
Ammunition	3,900,298	2,885,726	946,321	68,060	0	0	0
Electronics and Communications Equip.	18,120,346	5,003,681	5,823,349	6,653,674	240,046	17,777	376,019
SERVICES	11,708,407	2,646,796	3,754,449	2,782,163	314,840	170,020	2,040,139
ALL OTHER (SUBTOTAL)	28,376,856	5,266,027	6,859,195	6,333,618	8,269,615	1,241,002	407,399
Subsistence	1,265,301	74,546	25,816	44,532	1,120,407	0	0
Textiles, Clothing, and Equipage	859,577	16,714	7,312	15,127	820,424	0	0
Fuels and Lubricants	3,475,105	77,967	3,878	9,904	3,382,076	609	671
Miscellaneous Hard Goods	6,995,804	1,003,624	1,616,954	2,845,254	1,145,960	78,198	305,814
Construction	7,433,552	2,616,592	2,649,501	1,069,560	20,573	1,069,869	9,437
All Actions of \$25,000 or Less	8,345,517	1,476,584	2,555,734	2,349,241	1,780,175	92,326	91,457
FISCAL YEAR 1988							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) /B	\$130,814,816	\$27,534,472	\$50,053,675	\$39,600,915	\$9,243,680	\$2,034,804	\$2,347,270
MAJOR HARD GOODS (SUBTOTAL)	85,856,513	17,682,974	38,136,526	28,879,158	607,607	25,464	524,784
Aircraft	24,978,326	2,863,794	9,325,897	12,542,371	146,264	0	0
Missile and Space Systems	13,693,980	3,948,705	7,230,739	8,503,094	8,259	0	3,183
Ships	13,716,230	3,707,758	13,573,711	1,969	99,113	11,579	0
Tank-Automotive	3,927,925	3,788,864	12,481	86,355	39,647	5,349	29
Weapons	1,667,409	680,001	649,761	332,420	4,927	0	0
Ammunition	4,119,334	3,243,507	763,768	107,972	107	0	0
Electronics and Communications Equip.	17,753,289	3,125,345	6,578,169	7,203,577	309,290	13,336	521,572
SERVICES	12,029,739	2,786,069	4,193,941	3,096,806	165,291	247,898	1,539,734
ALL OTHER (SUBTOTAL)	32,928,564	7,065,429	7,723,208	7,624,951	8,470,782	1,761,442	282,752
Subsistence	1,259,007	86,375	53,120	38,767	1,080,745	0	0
Textiles, Clothing, and Equipage	1,150,449	41,025	14,386	37,815	1,057,188	0	35
Fuels and Lubricants	3,292,185	19,297	16,394	18,140	3,238,326	28	0
Miscellaneous Hard Goods	7,745,382	1,095,943	1,769,957	3,403,603	1,273,632	102,225	100,022
Construction	8,066,574	2,888,310	2,709,382	1,006,915	16,675	1,434,275	11,017
All Actions of \$25,000 or Less	11,414,967	2,934,479	3,159,969	3,119,711	1,804,216	1,224,914	171,678

Note: Refer to first page of this table for footnotes.

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AWARDS FOR RESEARCH, DEVELOPMENT, TEST, AND EVALUATION

The net value and percentage distribution of awards for research, development, test, and evaluation (RDT&E), by type of contractor, for FY 1988 through FY 1997 are shown in Table 7, page 31.

The total dollar value of RDT&E awards, excluding awards for work outside the United States and orders to other Government agencies, amounted to \$19,255 million during FY 1997 and accounted for 17.4 percent of all DoD procurement. During FY 1996, the comparable amount was \$19,999 million, which was 17.7 percent of the total awards.

As shown in Table 7, the Department of the Air Force had the largest amount of RDT&E awards in each of the last ten years. RDT&E awards accounted for 75.8 percent of the contracts awarded by the Department of the Air Force to Educational and Nonprofit Institutions during FY 1997.

Between FY 1988 and FY 1989, the relative dollar share of RDT&E procurement to total procurement (excluding awards for work outside the United States and orders to other Government agencies) increased from 16.6 percent in FY 1988 to 17.9 percent in FY 1989. Decreases are shown for both FY 1990 and FY 1991 to 17.3 percent and 15.8 percent, respectively. Awards again increased in FY 1992 to 17.7 percent, and again in FY 1993 to 18.2 percent. While the FY 1995 RDT&E percentage remained the same as the FY 1994 ten year high of 18.6 percent, FY 1996 decreased to 17.7 percent. In FY 1997, the RDT&E percentage further decreased to 17.4 percent.

Contract awards for RDT&E, by procurement program, are shown for FY 1988 through FY 1997 in Table 8, page 33. This table shows the percentage of RDT&E awards in each program based on the totals shown in Table 6.

TABLE 7
DoD Prime Contract Awards for Research, Development, Test, and Evaluation
by Type of Contractor and Defense Component: FY 1997 - FY 1993^{A/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	FY 1997		FY 1996		FY 1995		FY 1994		FY 1993	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
TOTAL	\$19,908,049		\$20,345,747		\$21,615,535		\$21,891,466		\$22,374,509	
INTERAGENCY/FMS	540,851		239,469		290,912		220,564		512,009	
FOR WORK OUTSIDE U. S. B/	111,896		107,555		198,752		179,731		168,853	
TOTAL, EXCEPT ABOVE	19,255,301	17.4	19,998,723	17.7	21,125,871	18.6	21,491,171	18.6	21,693,648	18.2
Army	4,912,126	19.4	5,001,155	19.1	5,059,532	20.2	4,745,720	19.3	4,600,940	18.9
Navy	4,907,208	14.9	5,816,022	17.0	5,894,277	15.8	5,774,719	16.0	4,934,734	13.0
Air Force	8,381,843	27.0	8,181,723	25.3	9,120,812	29.2	9,544,485	27.3	9,760,946	26.8
Defense Logistics Agency	8,936	0.1	16,697	0.2	13,999	0.2	4,450	0.1	12,191	0.2
Civil Functions	10,871	0.4	12,802	0.5	13,999	0.6	12,283	0.5	13,655	0.5
Other Defense Agencies	1,034,317	10.4	970,324	9.9	1,020,978	10.8	1,409,513	15.8	2,371,181	23.4
EDUCATIONAL + NONPROFIT INSTITUTIONS	2,187,747	61.4	2,230,608	67.9	2,304,546	70.0	2,207,012	66.6	2,133,946	62.0
Army	598,725	48.4	539,185	65.8	620,080	67.3	512,330	57.1	235,536	31.0
Navy	574,369	71.4	698,990	76.1	841,534	79.2	858,747	78.6	551,584	73.9
Air Force	909,814	75.8	872,717	74.8	749,655	73.9	766,091	73.3	1,183,460	80.9
Defense Logistics Agency	4,289	4.2	9,614	6.4	13,549	12.7	3,015	2.8	11,434	10.9
Civil Functions	1,971	9.6	2,441	9.0	5,800	18.4	5,108	21.1	5,128	18.9
Other Defense Agencies	98,578	49.4	107,661	52.6	73,929	47.8	61,722	41.4	146,805	42.7
BUSINESS FIRMS FOR WORK IN THE U.S.	17,067,554	16.0	17,768,116	16.2	18,821,325	17.1	19,284,159	17.2	19,559,701	16.9
Army	4,313,401	17.9	4,461,971	17.6	4,439,453	18.4	4,233,390	17.9	4,365,404	18.5
Navy	4,332,839	13.5	5,117,032	15.4	5,052,743	13.9	4,915,973	14.1	4,388,150	11.8
Air Force	7,472,029	25.0	7,309,006	23.5	8,371,157	27.7	8,778,395	25.9	8,577,486	24.5
Defense Logistics Agency	4,847	0.1	7,082	0.1	450	*	1,435	*	758	*
Civil Functions	8,899	0.3	10,361	0.4	10,473	0.4	7,175	0.3	8,527	0.3
Other Defense Agencies	935,739	9.6	862,663	9.0	947,049	10.2	1,347,791	15.3	2,224,376	22.7
SMALL BUSINESS FIRMS	2,800,650	11.4	2,682,095	10.6	2,493,672	9.9	2,232,953	9.0	2,278,685	9.2
Army	897,267	13.6	940,113	13.2	846,495	12.7	721,515	11.3	750,983	11.7
Navy	910,124	12.9	776,849	11.1	764,076	10.1	661,071	9.2	580,889	8.1
Air Force	762,362	16.5	699,778	13.6	653,583	12.3	592,155	11.5	632,389	11.9
Defense Logistics Agency	100	*	4,305	0.1	400	*	139	*	8	*
Civil Functions	7,121	0.7	6,182	0.6	5,702	0.5	5,702	0.5	6,738	0.7
Other Defense Agencies	223,676	16.3	254,867	18.5	223,384	16.4	252,371	17.5	307,678	20.3

A/ For definitions and coverage, see notes on coverage.

B/ Includes foreign firms for performance in U.S.

* Less than 0.05 percent.

NOTE: Percentages are based on total dollars shown in Table 3.

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TABLE 7 (concluded)
DoD Prime Contract Awards for Research, Development, Test, and Evaluation
by Type of Contractor and Defense Component: FY 1992 - FY 1988^{A/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	FY 1992		FY 1991		FY 1990		FY 1989		FY 1988	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
TOTAL	\$21,811,684		\$20,981,043		\$22,404,659		\$23,260,820		\$22,601,657	
INTERAGENCY/FMS	300,138		212,038		171,345		1,032,050		166,028	
FOR WORK OUTSIDE U. S. B/	170,040		294,980		218,346		192,227		167,745	
TOTAL, EXCEPT ABOVE	21,341,505	17.7	20,474,025	15.8	22,014,968	17.3	22,036,543	17.9	22,267,884	16.6
Army	4,955,532	19.0	4,414,420	14.6	3,801,306	13.3	4,205,809	15.1	3,296,264	11.8
Navy	5,035,775	12.9	4,275,209	10.6	5,447,830	12.8	6,333,132	14.7	6,466,685	12.6
Air Force	8,672,620	24.7	9,726,463	23.2	11,073,245	27.1	9,954,085	25.8	11,727,097	28.5
Defense Logistics Agency	11,067	0.1	7,271	0.1	19,804	0.2	10,495	0.1	30,135	0.3
Civil Functions	12,187	0.4	9,028	0.4	6,683	0.3	5,892	0.4	5,389	0.3
Other Defense Agencies	2,654,322	26.1	2,039,634	52.9	1,666,100	42.2	1,527,130	51.2	742,314	29.8
EDUCATIONAL + NONPROFIT INSTITUTIONS	2,311,093	67.2	2,556,239	70.1	2,767,494	78.4	2,587,893	79.1	2,747,010	79.2
Army	209,482	30.0	240,395	37.9	227,245	51.3	280,467	66.4	267,306	60.7
Navy	685,720	79.2	627,252	75.4	656,987	78.5	721,944	79.8	947,976	83.0
Air Force	1,139,345	79.9	1,312,733	83.3	1,556,987	87.4	1,432,741	85.3	1,395,297	86.4
Defense Logistics Agency	11,065	10.2	7,265	3.7	14,873	13.5	8,816	7.7	20,603	23.2
Civil Functions	5,191	22.3	3,813	18.1	3,308	12.5	2,716	14.1	1,507	3.6
Other Defense Agencies	260,290	82.4	364,781	94.2	308,802	93.0	141,209	88.7	114,321	80.6
BUSINESS FIRMS FOR WORK IN THE U.S.	19,030,412	16.2	17,917,786	14.2	19,247,474	15.5	19,448,650	16.2	19,520,874	14.9
Army	4,746,050	18.7	4,174,025	14.1	3,574,061	12.7	3,925,342	14.3	3,028,958	11.0
Navy	4,350,055	11.4	3,647,957	9.2	4,790,843	11.5	5,611,188	13.3	5,518,709	11.0
Air Force	7,533,275	22.3	8,415,730	20.9	9,516,966	24.4	8,521,344	23.1	10,331,800	26.1
Defense Logistics Agency	2	*	6	*	4,931	0.1	1,679	*	9,532	0.1
Civil Functions	6,997	0.3	5,215	0.2	3,375	0.2	3,176	0.2	3,882	0.2
Other Defense Agencies	2,394,033	24.3	1,674,853	48.3	1,357,298	37.5	1,385,921	49.1	627,993	26.8
SMALL BUSINESS FIRMS	1,941,439	8.1	1,652,391	6.4	1,730,988	7.2	1,456,510	6.4	1,446,030	5.7
Army	696,965	11.4	553,793	8.2	487,134	8.4	400,324	7.8	425,352	6.6
Navy	510,043	6.7	470,054	6.0	538,847	7.0	435,721	5.7	416,125	5.1
Air Force	462,107	9.9	432,625	8.1	493,237	9.5	471,549	10.3	457,490	8.9
Defense Logistics Agency	2	*	6	*	2,434	0.1	585	*	0	0.0
Civil Functions	6,067	0.6	4,403	0.5	2,541	0.3	2,915	0.4	2,951	0.3
Other Defense Agencies	266,255	17.0	191,510	28.0	211,795	34.9	145,416	32.1	144,112	30.6

NOTE: Refer to first page of this table for footnotes.

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TABLE 8
DoD Prime Contract Awards for Research, Development, Test, and Evaluation
by Procurement Program: FY 1997 - FY 1988^{A/}

PROCUREMENT PROGRAM	N E T V A L U E (\$ 0 0 0)						P E R C E N T					
	FY 1997	FY 1996	FY 1995	FY 1994	FY 1993	FY 1992	FY '97	FY '96	FY '95	FY '94	FY '93	FY '98
TOTAL	\$19,908,049	\$20,345,747	\$21,615,535	\$21,891,466	\$22,374,509		15.5	15.4	16.5	16.6	16.2	
INTERAGENCY/FWS FOR WORK OUTSIDE THE U.S. B/ TOTAL, EXCEPT ABOVE	540,851 11,896 19,255,501	239,469 107,555 19,998,723	290,912 198,732 21,125,871	220,564 179,731 21,491,171	512,009 168,853 21,693,648		4.7 1.7 17.4	1.8 1.7 17.7	2.4 3.5 18.6	2.0 3.2 18.6	4.0 2.9 18.2	
EDUCATIONAL AND NONPROFIT INSTITUTIONS	2,187,747	2,230,608	2,304,546	2,207,012	2,133,946		61.4	67.9	70.0	66.6	62.0	
BUSINESS FIRMS TOTAL	17,067,554	17,768,116	18,821,325	19,284,159	19,559,701		16.0	16.2	17.1	17.2	16.9	
MAJOR HARD GOODS (SUBTOTAL)	13,388,366	14,153,026	14,856,322	15,030,509	14,873,798		25.5	25.7	26.5	25.4	23.0	
Aircraft	4,050,118	5,258,434	5,612,207	5,722,716	5,026,100		22.0	22.9	23.9	24.4	21.9	
Missile and Space Systems	4,356,099	4,549,448	4,849,206	5,065,292	5,135,258		45.9	44.4	46.0	43.7	42.3	
Ship-Automotive	390,126	547,145	364,968	323,877	397,188		9.6	7.8	4.0	4.7	4.4	
Weapons	552,166	285,982	368,725	334,071	422,380		15.6	18.8	17.8	14.0	18.0	
Ammunition	276,445	291,935	364,286	279,104	273,186		36.8	35.5	26.6	27.2	22.6	
Electronics and Communications Equip.	3,099,963	2,521,993	2,467,992	2,327,691	3,200,346		15.9	15.5	13.5	15.9	12.0	
SERVICES	2,578,956	2,438,809	2,708,632	3,158,889	3,540,745		25.7	21.9	24.8	24.7	23.2	
ALL OTHER (SUBTOTAL)	1,100,232	1,176,281	1,256,372	1,094,761	1,145,158		12.8	12.7	14.6	17.9	20.2	
Substance	2,908	1,422	1,422	0	837		3.2	3.3	3.5	3.1	3.4	
Textiles and Clothing, and Equipage	10,901	1,317	1,422	9,994	4,709		0.2	0.1	0.1	0.0	*	
Fuels and Lubricants	8,251	9,841	13,233	13,233	4,075		0.3	1.9	2.1	1.7	0.8	
Miscellaneous Hard Goods	1,015,133	1,088,737	1,173,603	1,013,035	1,061,530		12.2	13.1	14.8	16.1	14.2	
Construction	16,550	61,434	61,033	61,166	74,007		0.2	0.6	0.5	0.5	0.6	
All Actions of \$25,000 or Less	46,486						0.5				0.0	
TOTAL	\$21,811,684	\$20,981,043	\$22,404,659	\$23,260,820	\$22,601,657		16.0	13.9	15.5	16.7	14.9	
INTERAGENCY/FWS FOR WORK OUTSIDE THE U.S. B/ TOTAL, EXCEPT ABOVE	300,138 170,040 21,341,505	212,038 294,980 20,474,025	171,345 218,346 22,015,988	1,032,050 1,192,227 22,036,543	166,028 169,745 22,267,884		3.1 2.6 17.7	1.8 3.2 15.8	1.7 3.1 17.3	10.8 3.0 17.9	1.9 2.1 16.6	
EDUCATIONAL AND NONPROFIT INSTITUTIONS	2,311,093	2,556,239	2,767,494	2,587,893	2,747,010		67.2	70.1	78.4	79.1	79.2	
BUSINESS FIRMS TOTAL	19,030,412	17,917,786	19,247,474	19,448,650	19,520,874		16.2	14.2	15.5	16.2	14.9	
MAJOR HARD GOODS (SUBTOTAL)	14,429,180	14,021,823	15,876,660	16,215,161	17,087,446		21.5	18.9	20.1	20.3	19.9	
Aircraft	3,996,376	5,086,440	4,325,590	3,868,514	5,011,645		16.3	13.1	16.0	16.0	19.9	
Missile and Space Systems	5,073,425	5,958,186	6,006,587	6,152,463	6,822,793		38.7	36.4	35.1	36.0	20.1	
Ships	518,573	576,534	509,663	615,518	6,522,383		1.6	1.2	1.6	1.6	34.6	
Tank-Automotive	348,232	459,225	361,382	1,011,217	192,114		12.8	10.2	10.9	12.2	3.8	
Weapons	268,301	315,254	435,052	401,398	485,781		18.9	18.4	23.6	29.5	23.9	
Ammunition	3,788,284	3,213,001	3,555,852	3,375,879	3,578,535		13.4	11.6	19.2	18.7	11.1	
Electronics and Communications Equip.	3,599,552	2,894,155	2,391,165	2,303,270	1,786,477		20.8	17.1	16.3	19.7	14.9	
SERVICES	1,001,680	1,001,808	979,649	930,219	646,951		3.1	2.9	3.3	3.3	2.0	
ALL OTHER (SUBTOTAL)	11,097	8,381	6,491	3,229	4,379		1.7	0.6	0.9	0.4	0.4	
Substance	3,696	2,957	2,817	2,535	593,785		0.1	0.1	0.1	0.1	0.1	
Textiles and Clothing, and Equipage	915,072	916,072	895,523	876,517	593,785		12.3	12.0	12.7	12.5	7.7	
Fuels and Lubricants	75	1,615	83	1,715	225		*	*	*	*	*	
Miscellaneous Hard Goods							0.6	0.6	0.7	0.6	0.4	
Construction												
All Actions of \$25,000 or Less	71,490	72,783	74,385	48,603	44,752							

^{A/} For definitions and coverage, see notes on coverage.
^{B/} Includes foreign concerns with performance in U.S.
 * Less than 0.05 percent.
 NOTE: Percentages are based on total dollars shown in Table 6.

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AWARDS BY COMPETITION

Awards by Extent of Competed Procurement

As shown in Table 9, page 39, total DoD awards subject to competition during FY 1997 and 1996 totaled \$108,182 million and \$109,081 million, respectively. A breakout of these awards is as follows:

	FY 1997		FY 1996	
	Dollars in Millions	Percent	Dollars in Millions	Percent
Total	\$ 108,182	100.0	\$ 109,081	100.0
Competed 1/	71,543	66.1	73,381	67.3
Follow-on	5,571	5.1	5,919	5.4
Not Competed	31,067	28.7	29,781	27.3

1/ See Glossary of Terms for definition.

Table 9 also gives the total for both actions and dollars by reporting Component for each of these categories.

Table 10, page 41, displays the extent of competed procurements by each Competition in Contracting Act (CICA) solicitation procedure, where applicable. Full and open competition procedures accounted for 80.4 percent of the competed post-CICA awards during FY 1997, compared to 79.6 percent for FY 1996. Actions of \$25,000 or less accounted for 8.5 percent (8.3 percent last year), and other than full and open competition, 9.3 percent (10.2 percent last year).

Solicitation Procedures

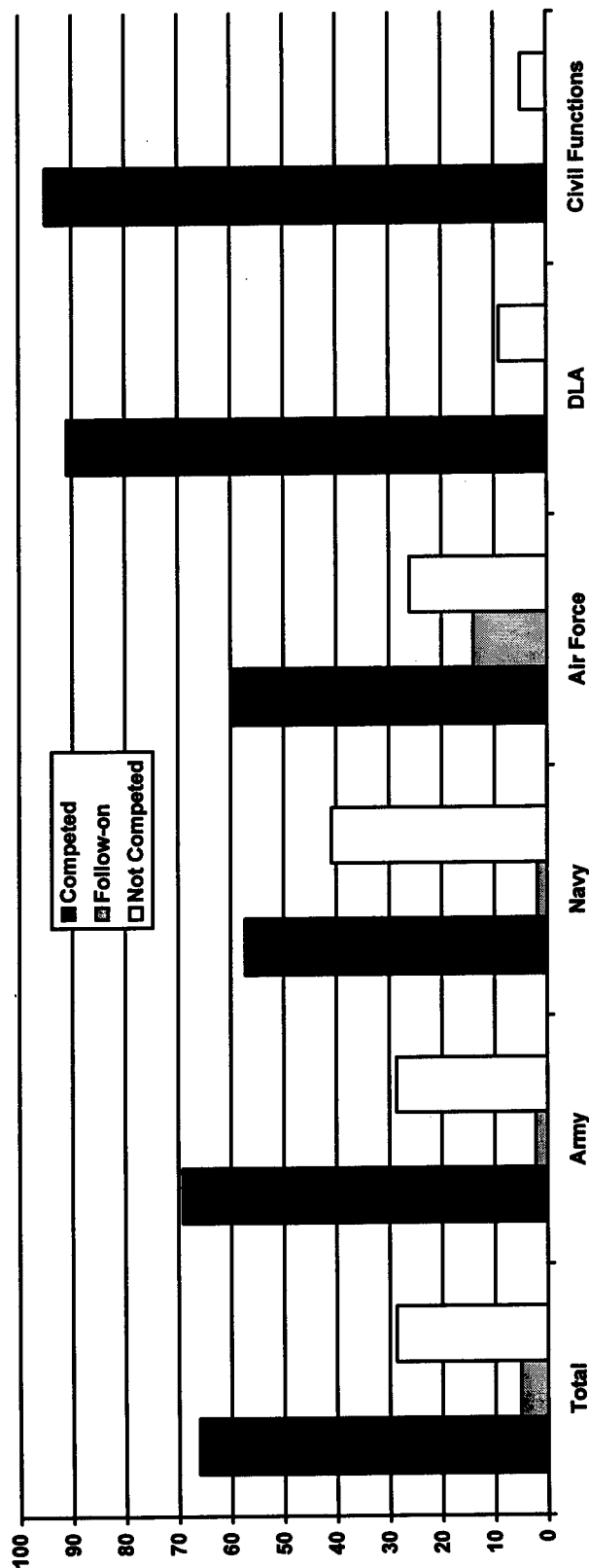
Tables 13 and 14, on pages 43 and 45, highlight the dollars and procurement actions, respectively, for each of the CICA solicitation procedures used by the DoD to procure supplies and services during FY 1997 and FY 1996. See the Federal Acquisition Regulation, Part 6, for a more descriptive definition of the solicitation procedures listed in these tables. Similar data are not collected on awards in support of the Foreign Military Sales (FMS) program and awards of \$25,000 or less.

As can be seen in Table 13, the total awards reported during FY 1997 amounted to \$128.4 billion, a decrease of \$3.8 billion from the FY 1996 amount. Of the FY 1997 total, \$20.5 billion (16.0 percent) were for "Intra-agency," "Foreign Military Sales" or "Actions of \$25,000 or Less." Pre-CICA actions accounted for \$1.3 billion, or 1.0 percent, while \$106.6 billion, or 83.0 percent, were awarded pursuant to CICA procedures. Within the Post-CICA categories the "Full & Open Competition" category accounted for \$57.5 billion, or 53.9 percent, and the "Other Than Full & Open Competition" category accounted for \$47.3 billion, or 44.4 percent. Similar data are also depicted by DoD Component in this table. Table 14 also shows a total of 7,786,740 procurement actions during FY 1997. This is a decrease of 919,986 actions, or 10.6 percent, from the 8,706,726 reported during FY 1996. Distribution by kind of contracting action is also depicted.

Chart IV, page 37, shows percentage distribution of DoD awards by extent of competed procurement, according to Defense Component, for FY 1997. Although the percentage of competed awards ranged from 57.3 percent to 95.0 percent for individual agencies, the total DoD percentage for competed awards (except exclusions) was 66.1 percent.

Chart IV

Percent Distribution of DoD Awards by Extent of Competed Procurement According to Defense Component: Fiscal Year 1997



Percent of Competitive Base

Note: Chart excludes Intragovernmental FMS, Utilities, 8A Program and Brand Name Items for Commissary Resale.
Percentages are based on total dollars (see Table 9, page 39).

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TABLE 9
DoD Prime Contract Awards by Extent of Competed Procurement,
According to Defense Component: FY 1997 - FY 1996^{A/}

EXTENT OF COMPETED PROCUREMENT	NET VALUE (AMOUNTS IN THOUSANDS)											
	TOTAL B/			ARMY			NAVY					
	Oct 96-Sep 97		Oct 95-Sep 96		Oct 96-Sep 97		Oct 95-Sep 96		Oct 96-Sep 97		Oct 95-Sep 96	
	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct
TOTAL	\$128,414,938		\$132,178,214		\$30,421,943		\$31,177,345		\$37,643,245		\$37,687,014	
INTRA-AGENCY/FMS C/	\$8,982,991		\$10,443,876		\$2,072,760		\$2,106,577		\$2,789,814		\$1,437,204	
TOTAL, EXCEPT INTRA/FMS	\$119,431,947		\$121,734,339		\$28,349,183		\$29,070,768		\$34,853,431		\$36,249,810	
EXCLUSIONS D/	\$11,249,857		\$12,653,027		\$2,466,133		\$2,339,552		\$1,531,291		\$2,605,503	
TOTAL, EXCEPT EXCLUSIONS	\$108,182,090	100.0	\$109,081,312	100.0	\$25,883,050	100.0	\$26,731,216	100.0	\$33,322,140	100.0	\$33,644,307	100.0
COMPETED E/ FOLLOW-ON	\$71,543,418	66.1	\$73,381,493	67.3	\$17,906,677	69.2	\$19,044,674	71.2	\$19,094,707	57.3	\$19,944,507	59.3
NOT COMPETED	\$5,571,321	5.1	\$5,918,561	5.4	\$574,882	2.2	\$701,919	2.6	\$602,362	1.8	\$915,535	2.7
	\$31,067,351	28.7	\$29,781,259	27.3	\$7,401,491	28.6	\$6,984,623	26.1	\$13,625,071	40.9	\$12,784,265	38.0
EXTENT OF COMPETED PROCUREMENT	AIR FORCE			DEFENSE LOGISTICS AGENCY			CIVIL FUNCTIONS					
	Oct 96-Sep 97		Oct 95-Sep 96		Oct 96-Sep 97		Oct 95-Sep 96		Oct 96-Sep 97		Oct 95-Sep 96	
	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct
	\$36,711,787		\$41,167,137		\$10,480,847		\$9,324,170		\$2,648,083		\$2,593,902	
INTRA-AGENCY/FMS C/	\$3,841,006		\$6,657,997		\$240,463		\$225,315		\$26,215		\$9,291	
TOTAL, EXCEPT INTRA/FMS	\$32,870,781		\$34,509,140		\$10,240,383		\$9,098,854		\$2,621,869		\$2,584,611	
EXCLUSIONS D/	\$1,784,617		\$1,880,073		\$791,828		\$744,450		\$218,446		\$236,766	
TOTAL, EXCEPT EXCLUSIONS	\$31,086,164	100.0	\$32,629,067	100.0	\$9,448,555	100.0	\$8,354,404	100.0	\$2,403,423	100.0	\$2,347,845	100.0
COMPETED E/ FOLLOW-ON	\$18,596,206	59.8	\$20,197,131	61.9	\$8,593,252	90.9	\$7,622,824	91.2	\$2,284,412	95.0	\$2,267,304	96.6
NOT COMPETED	\$4,361,757	14.0	\$4,255,083	13.0	\$6,054	0.1	\$4,855	0.1	\$1,933	0.1	\$1,684	0.1
	\$8,128,202	26.1	\$8,176,853	25.1	\$849,249	9.0	\$726,725	8.7	\$117,078	4.9	\$78,857	3.4

A/ For definitions and coverage, see notes on coverage;
B/ Includes Other Defense Agency awards not included elsewhere in this table.
C/ Includes actions with other Government Agencies.
D/ Includes awards for utilities, the 8(a) Program, and brand name items for commissary resale.
E/ Includes Federal Schedule awards.
* Less than 0.05 percent.

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TABLE 9 (concluded)
DoD Prime Contract Awards by Extent of Competed Procurement,
According to Defense Component: FY 1997 - FY 1996_A

EXTENT OF COMPETED PROCUREMENT	NUMBER OF PROCUREMENT ACTIONS											
	TOTAL B/			ARMY			NAVY					
	Oct 96-Sep 97		Oct 95-Sep 96		Oct 96-Sep 97		Oct 95-Sep 96		Oct 96-Sep 97		Oct 95-Sep 96	
	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct
TOTAL	7,786,740		8,706,726		857,410		1,143,444		1,056,926		1,307,042	
INTRA-AGENCY/FMS C/	115,296		99,965		42,466		20,452		10,337		11,879	
TOTAL, EXCEPT INTRA/FMS EXCLUSIONS D/	7,671,444		8,606,761		814,944		1,122,992		1,046,589		1,295,163	
TOTAL, EXCEPT EXCLUSIONS	4,548,177		4,955,756		305,246		534,346		431,664		572,314	
	3,123,267	100.0	3,651,005	100.0	509,698	100.0	588,646	100.0	614,925	100.0	722,849	100.0
COMPETED E/ FOLLOW-ON	2,870,083	91.9	3,349,658	91.7	460,577	90.4	524,693	89.1	517,194	84.1	602,120	83.3
NOT COMPETED	3,053	0.1	3,578	0.1	536	0.1	592	0.1	387	0.1	389	0.1
	250,131	8.0	297,769	8.2	48,585	9.5	63,361	10.8	97,344	15.8	120,340	16.6
EXTENT OF COMPETED PROCUREMENT	AIR FORCE			DEFENSE LOGISTICS AGENCY			CIVIL FUNCTIONS					
	Oct 96-Sep 97		Oct 95-Sep 96		Oct 96-Sep 97		Oct 95-Sep 96		Oct 96-Sep 97		Oct 95-Sep 96	
	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct	Number	Pct
	1,713,181		2,120,217		1,646,684		1,462,621		112,304		218,799	
INTRA-AGENCY/FMS C/	11,422		9,965		49,942		55,249		595		2,156	
TOTAL, EXCEPT INTRA/FMS EXCLUSIONS D/	1,701,759		2,110,252		1,596,742		1,407,372		111,709		216,643	
TOTAL, EXCEPT EXCLUSIONS	411,353		519,133		1,055,133		1,018,119		60,256		130,049	
	1,290,406	100.0	1,591,119	100.0	541,609	100.0	389,253	100.0	51,453	100.0	86,594	100.0
COMPETED E/ FOLLOW-ON	1,250,192	96.9	1,541,661	96.9	508,653	93.9	364,006	93.5	43,487	84.5	64,499	74.5
NOT COMPETED	2,003	0.2	2,493	0.2	45	*	21	*	12	*	16	*
	38,211	3.0	46,965	3.0	32,911	6.1	25,226	6.5	7,954	15.5	22,079	25.5

Note: Refer to first page of this table for footnotes.

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TABLE 10
DoD Prime Contract Awards by Solicitation Procedure,
According to Extent of Competed Procurement: FY 1997 - FY 1996 A/

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	TOTAL AMOUNT		EXCLUSIONS B/		ADJUSTED TOTAL	
	Oct 96-Sep 97	Oct 95-Sep 96	Oct 96-Sep 97	Oct 95-Sep 96	Oct 96-Sep 97	Oct 95-Sep 96
	Amount	Amount	Amount	Amount	Amount	Amount
TOTAL	\$128,414,938	\$132,178,214	\$20,232,848	\$23,096,902	\$108,182,090	\$109,081,312
INTRA-AGENCY/FMS C/	8,982,991	10,443,876	8,982,991	10,443,876	0	0
TOTAL PRE-CICA AWARDS	1,286,169	1,196,262	726,249	863,626	559,920	332,637
TOTAL POST-CICA AWARDS D/	118,145,778	120,538,076	10,523,608	11,789,401	107,622,170	108,748,675
Actions of \$25,000 or Less	11,543,729	12,443,981	4,903,367	5,522,583	6,640,362	6,921,397
Full & Open Competition E/	57,479,350	57,928,622	0	0	57,479,350	57,928,622
Sealed Bids	7,059,559	8,221,198	0	0	7,059,559	8,221,198
Competitive Proposal	39,889,063	38,688,069	0	0	39,889,063	38,688,069
Combination	482,307	38,790,313	0	0	482,307	38,790,313
Architect-Engineer	1,182,422	1,438,441	0	0	1,182,422	1,438,441
Basic Research	1,056,875	1,216,752	0	0	1,056,875	1,216,752
Multiple Award Schedule	137,795	1,468,011	0	0	137,795	1,468,011
Alternative Sources	63,838	35,174	0	0	63,838	35,174
Set Aside	5,867,405	6,070,666	0	0	5,867,405	6,070,666
O/T Full & Open Competition	47,307,099	48,968,353	5,482,875	6,154,845	41,824,223	42,813,508
Only One Source	31,067,216	32,391,719	472,882	451,318	30,594,334	31,940,401
Unique Source	15,998,362	15,920,164	0	0	15,998,362	15,920,164
Follow-on	3,354,884	3,633,591	0	0	3,354,884	3,633,591
Unsolicted Res Prop	53,939	47,768	0	0	53,939	47,768
Patent/Data Rights	184,931	128,546	0	0	184,931	128,546
Utilities	472,882	451,318	472,882	451,318	0	0
Standardization	1,016	2,800	0	0	1,016	2,800
Other	11,001,202	12,207,532	0	0	11,001,202	12,207,532
Urgency	2,712,592	2,380,122	0	0	2,712,592	2,380,122
Particular Sources	5,323,119	5,136,937	0	0	5,323,119	5,136,937
International Agreement	699,869	1,211,320	699,869	1,211,320	0	0
Authorized by Statute F/	3,741,640	3,768,340	3,363,481	3,558,269	378,159	210,071
Authorized Resale	946,643	934,075	946,643	933,939	0	136
National Security	2,573,970	3,103,809	0	0	2,573,970	3,103,809
Public Interest	242,048	42,031	0	0	242,048	42,031
Otherwise Auth by Statute	0	4,021	0	1,021	0	3,000

A/ For definitions and coverage, see notes on coverage.
B/ Includes awards for utilities, the 8(a) program, and brand name items for commissary resale.
C/ Includes Section 8(a) and other Government Agencies.
D/ Includes Simplified Acquisition Procedure awards.
E/ Includes Federal Schedule awards.
F/ Includes Post-CICA 8(a) program.

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TABLE 10 (Concluded)
DoD Prime Contract Awards by Solicitation Procedure,
According to Extent of Competed Procurement: FY 1997 - FY 1996 A/

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	ADJUSTED TOTAL		COMPETED				FOLLOW ON				NOT COMPETED			
	Oct 96-Sep 97	Oct 95-Sep 96	Oct 96-Sep 97	Oct 95-Sep 96	Oct 96-Sep 97	Oct 95-Sep 96	Oct 96-Sep 97	Oct 95-Sep 96	Oct 96-Sep 97	Oct 95-Sep 96	Oct 96-Sep 97	Oct 95-Sep 96	Oct 96-Sep 97	Oct 95-Sep 96
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount
TOTAL	\$108,182,090	\$109,081,312	\$71,543,418	\$73,381,493	\$5,571,321	\$5,918,561	\$31,067,351	\$29,781,259						
INTRA-AGENCY/FMS C/	0	0	0	0	0	0	0	0						
TOTAL PRE-CICA AWARDS	559,920	332,637	467,817	618,902	69,536	285,468	22,567	797						
TOTAL POST-CICA AWARDS D/	107,622,170	108,748,675	71,075,601	72,762,591	5,501,785	6,204,029	31,044,784	29,782,056	100.0	100.0	100.0	100.0		
Actions of \$25,000 or less	6,640,362	6,921,397	5,891,458	6,071,937	0	0	0	0	0.0	0.0	2.4	2.9		
Full & Open Competition E/	57,479,350	57,928,622	57,479,350	57,928,622	0	0	0	0	0.0	0.0	0.0	0.0		
Sealed Bids	7,059,559	8,221,198	7,059,559	8,221,198	0	0	0	0	0.0	0.0	0.0	0.0		
Competitive Proposal	39,889,063	38,688,069	39,889,063	38,688,069	0	0	0	0	0.0	0.0	0.0	0.0		
Combination	482,307	790,313	482,307	790,313	0	0	0	0	0.0	0.0	0.0	0.0		
Architect-Engineer	1,182,422	1,438,441	1,182,422	1,438,441	0	0	0	0	0.0	0.0	0.0	0.0		
Basic Research	1,056,875	1,216,752	1,056,875	1,216,752	0	0	0	0	0.0	0.0	0.0	0.0		
Multiple Award Schedule	137,795	1,468,011	137,795	1,468,011	0	0	0	0	0.0	0.0	0.0	0.0		
Alternative Sources	63,838	35,174	63,838	35,174	0	0	0	0	0.0	0.0	0.0	0.0		
Set Aside	5,867,405	6,070,666	5,867,405	6,070,666	0	0	0	0	0.0	0.0	0.0	0.0		
O/T Full & Open Competition	41,824,223	42,813,508	41,824,223	42,813,508	0	0	0	0	0.0	0.0	0.0	0.0		
Only One Source	30,594,334	31,940,401	30,594,334	31,940,401	0	0	0	0	0.0	0.0	0.0	0.0		
Unique Source	15,998,362	15,920,164	15,998,362	15,920,164	0	0	0	0	0.0	0.0	0.0	0.0		
Follow-on	3,354,884	3,633,551	3,354,884	3,633,551	0	0	0	0	0.0	0.0	0.0	0.0		
Resolicited Res Prop	83,939	47,768	83,939	47,768	0	0	0	0	0.0	0.0	0.0	0.0		
Unlimited Data Rights	184,931	128,546	184,931	128,546	0	0	0	0	0.0	0.0	0.0	0.0		
Initiatives	0	0	0	0	0	0	0	0	0.0	0.0	0.0	0.0		
Standardization	1,016	2,800	1,016	2,800	0	0	0	0	0.0	0.0	0.0	0.0		
Other	11,001,202	12,207,552	11,001,202	12,207,552	0	0	0	0	0.0	0.0	0.0	0.0		
Urgency	2,712,592	2,380,122	2,712,592	2,380,122	0	0	0	0	0.0	0.0	0.0	0.0		
Particular Sources	5,323,119	5,136,937	5,323,119	5,136,937	0	0	0	0	0.0	0.0	0.0	0.0		
International Agreement	0	0	0	0	0	0	0	0	0.0	0.0	0.0	0.0		
Authorized by Statute F/	378,159	210,071	378,159	210,071	0	0	0	0	0.0	0.0	0.0	0.0		
Authorized Resale	0	136	0	136	0	0	0	0	0.0	0.0	0.0	0.0		
National Security	2,573,970	3,103,809	2,573,970	3,103,809	0	0	0	0	0.0	0.0	0.0	0.0		
Public Interest	242,048	42,031	242,048	42,031	0	0	0	0	0.0	0.0	0.0	0.0		
Otherwise Auth by Statute	0	3,000	0	3,000	0	0	0	0	0.0	0.0	0.0	0.0		

* Less than 0.05 percent.
 NOTE: Refer to first page of this table for footnotes.

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TABLE 13
Net Value and Percent of DoD Prime Contract Awards by Solicitation Procedure,
According to Defense Component: FY 1997 - FY 1996A/

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	TOTAL DoD B/			ARMY			NAVY		
	Oct 96-Sep 97			Oct 95-Sep 96			Oct 96-Sep 97		
	\$ Amount	%	Z	\$ Amount	%	Z	\$ Amount	%	Z
TOTAL	128,414,938	100.0		30,421,943	100.0		37,643,245	100.0	
INTRA-AGENCY/FMS C/	8,982,991	7.0		2,072,760	6.8		2,789,814	7.4	
Actions of \$25,000 or Less	11,543,729	9.0		1,618,819	5.3		1,828,414	4.9	
Actions(Except FMS)Over \$25,000	107,888,218	84.0		26,730,364	87.9		33,025,017	87.7	
PRE-CICA Actions	1,286,169	1.0		281,371	0.9		1,551	*	
POST-CICA Actions D/	106,602,048	83.0		26,448,992	86.9		33,023,465	87.7	
Full & Open Competition E/	57,479,350	53.9		14,963,026	55.6		15,635,185	47.3	
Sealed Bids	7,059,559	6.6		8,221,198	31.4		2,339,087	7.1	
Competitive Proposal	39,889,063	37.4		38,688,069	35.8		10,235,994	30.7	
Combination	482,307	0.5		790,313	0.7		326,738	1.0	
Architect-Engineer	1,182,422	1.1		1,439,441	1.3		604,458	1.8	
Basic Research	1,056,875	1.0		1,215,752	1.1		530,227	1.6	
Multiple Award Schedule	137,795	0.1		1,468,011	1.4		339,047	1.0	
Alternative Sources	63,838	0.1		10,371	*		364,723	1.1	
Set Aside	5,867,405	5.5		1,720,172	6.5		50,970	0.2	
O/T Full & Open Competition	47,307,099	44.4		10,995,049	41.6		1,332,238	4.7	
Only One Source	31,067,216	29.1		7,272,300	27.5		17,930,410	51.5	
Unique Source	15,998,362	15.0		3,045,015	11.5		12,830,888	36.6	
Follow-on	3,354,884	3.1		737,975	2.8		8,957,955	28.7	
Unolicited Res Prop	53,939	0.1		2,715	*		363,955	1.1	
Patent/Data Rights	184,931	0.2		128,546	0.1		24,914	0.1	
Utilities	472,882	0.4		451,318	0.4		13,173	*	
Standardization	1,016	*		2,800	*		1,775	*	
Other	11,001,202	10.3		12,207,532	11.3		3,465,983	10.2	
Urgency	2,712,592	2.5		623,118	2.4		546,914	1.7	
Particular Sources	5,323,119	5.0		1,393,014	5.3		2,411,893	8.7	
International Agreement	699,869	0.7		86,105	0.3		268,868	0.8	
Authorized by Statute F/	3,741,640	3.5		1,535,043	5.8		1,017,751	3.1	
Authorized Resale	946,643	0.9		934,075	0.9		844	*	
National Security	2,573,970	2.4		3,103,809	2.9		21,958	0.1	
Public Interest	242,048	0.2		42,031	*		33,288	0.1	
Otherwise Auth by Statute	0	0.0		4,021	*		4,021	*	

A/ For definitions and coverage, see notes on coverage.
 B/ Includes Other Defense Agency awards not included elsewhere in this table.
 C/ Includes Pre-CICA GSA schedule awards and actions with other Government agencies.
 D/ Includes Simplified Acquisition Procedure awards.
 E/ Includes Post-CICA GSA schedule awards.
 F/ Includes Post-CICA 8(a) program.
 * Less than 0.05 percent.

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TABLE 13 (concluded)
Net Value and Percent of DoD Prime Contract Awards by Solicitation Procedure,
According to Defense Component: FY 1997 - FY 1996

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	Oct 96-Sep 97		Oct 95-Sep 96		Oct 96-Sep 97		Oct 95-Sep 96		Oct 96-Sep 97		Oct 95-Sep 96	
	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%
TOTAL	36,711,787	100.0	41,167,137	100.0	10,480,847	100.0	9,324,170	100.0	2,648,083	100.0	2,593,902	100.0
INTRA-AGENCY/FMS C/	3,841,006	10.5	6,657,997	16.2	240,463	2.3	225,315	2.4	26,215	1.0	9,291	0.4
Actions of \$25,000 or Less	1,739,034	4.7	2,058,261	5.0	2,438,412	23.3	2,021,133	21.7	211,748	8.0	246,611	9.5
Actions(Except FMS)Over \$25,000	31,131,748	84.8	32,450,879	78.8	7,801,972	74.4	7,077,721	75.9	2,410,121	91.0	2,338,000	90.1
PRE-CICA Actions	1,003,247	2.7	919,896	2.2	0	0.0	0	0	0	0.0	664	*
POST-CICA Actions D/	30,128,501	82.1	31,530,982	76.6	7,801,972	74.4	7,077,721	75.9	2,410,121	91.0	2,337,337	90.1
Full & Open Competition E/	14,025,671	46.6	14,675,593	46.5	6,205,421	79.5	5,636,600	79.6	1,986,318	82.4	1,993,152	85.3
Sealed Bids	802,236	2.7	948,753	3.0	332,730	4.3	665,204	9.4	1,057,736	43.9	1,118,032	47.8
Competitive Proposal	10,510,403	34.9	10,768,617	34.2	5,069,945	65.0	4,162,191	58.8	534,911	22.2	472,897	20.2
Combination	80,472	0.3	59,336	0.2	9,244	0.1	15,663	0.2	11,975	0.5	30,721	1.3
Architect-Engineer	224,396	0.7	275,849	0.9	0	0.0	0	0.0	123,952	5.1	131,512	5.6
Basic Research	460,458	1.5	528,329	1.7	4,257	0.1	4,509	0.1	569	0.0	917	*
Multiple Award Schedule	43,590	0.1	412,817	1.3	5,628	0.1	42,253	0.6	2,880	0.1	38,465	1.6
Alternative Sources	2,361	*	2,335	*	0	0.0	25	*	0	0.0	0	0.0
Set Aside	1,509,265	5.0	1,679,556	5.3	695,210	8.9	746,757	10.6	232,687	9.7	200,608	8.6
O/T Full & Open Competition	15,822,067	52.5	16,646,874	52.8	1,105,170	14.2	1,245,451	17.6	345,877	14.4	301,905	12.9
Only One Source	10,331,389	34.3	10,705,450	34.0	688,132	8.4	603,673	8.5	25,500	1.1	22,224	1.0
Unique Source	2,970,586	9.3	3,163,033	10.0	143,572	1.6	163,047	2.3	10,712	0.4	11,483	0.5
Follow-on	2,435,827	8.1	2,632,953	8.4	4,686	0.1	2,146	0.0	602	0.0	459	*
Unolicited Res Prop	3,618	*	3,854	*	57	0.0	33	0.0	0	0.0	0	0.0
Patent/Data Rights	160,366	0.5	89,727	0.3	0	0.0	0	*	326	0	0	0.0
Utilities	142,883	0.5	112,280	0.4	186	0.0	621	*	1,125	0	1,544	0.1
Standardization	434	*	429	*	0	0.0	123	*	0	0.0	0	0.0
Other	4,617,675	15.3	4,703,145	14.9	509,630	5.5	437,725	6.2	12,725	0.5	8,739	0.4
Urgency	1,183,110	3.9	896,941	2.8	118,023	1.5	186,039	2.6	138,094	5.7	105,348	4.5
Particular Sources	995,625	3.3	1,209,589	3.8	72,606	0.9	237,836	3.4	571	0	859	*
International Agreement	344,684	1.1	112,082	0.4	0	0.0	218	*	0	0.0	0	0.0
Authorized by Statute F/	560,084	1.9	833,254	2.6	256,410	3.3	211,631	3.0	181,672	7.5	173,473	7.4
Authorized Resale	219	*	522	*	0	0.0	0	0.0	0	0.0	0	0.0
National Security	2,403,828	8.0	2,886,312	9.2	0	0.0	35	*	0	0.0	0	0.0
Public Interest	3,127	*	2,723	*	0	0.0	6,020	0.1	40	0	0	0.0
Otherwise Auth by Statute	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0

NOTE: Refer to first page of this table for footnotes.

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TABLE 14
Actions and Percent of DoD Prime Contract Awards by Solicitation Procedure,
According to Kind of Contracting Action: FY 1997 - FY 1996 ^{A/}

SOLICITATION PROCEDURE	TOTAL				NEW WORK				DELIVERY ORDERS				MODIFICATIONS			
	Oct 96-Sep 97		Oct 95-Sep 96		Oct 96-Sep 97		Oct 95-Sep 96		Oct 96-Sep 97		Oct 95-Sep 96		Oct 96-Sep 97		Oct 95-Sep 96	
	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%
TOTAL	7786740	100.0	8706726	100.0	501		176		1656		2574		368		496	
INTERAGENCY/FMS B/	115296	1.5	99965	1.1												
Actions of \$25,000 or Less	7403761	95.1	8331631	95.7												
Actions(Except FMS)Over \$25,000	267683	3.4	275130	3.2												
PRR-CICA Actions	2525	*	3246	*												
POST-CICA Actions C/	265158	3.4	271884	3.1												
Full & Open Competition D/	194113	73.2	192584	70.8	27322	57.5	36935	68.5	103028	58.8	85405	64.2	28776	72.0	42659	74.5
Sealed Bids	19472	7.3	21310	7.8	1958	37.5	8925	16.4	10297	36.5	4746	4.3	5584	14.0	6741	11.8
Competitive Proposal	83560	31.5	85627	31.5	11413	28.2	16105	29.9	58507	38.1	49582	34.8	13560	33.9	23160	40.4
Combination	760	0.3	895	0.3	123	0.3	113	0.2	182	0.3	286	0.2	153	0.4	198	0.3
Architect-Engineer	8608	3.2	9964	3.7	7250	1.8	1453	2.7	7260	4.3	6284	4.7	636	1.6	2217	3.9
Basic Research	3300	1.2	3596	1.3	1039	2.6	1165	2.2	119	0.1	188	0.1	2122	5.3	2343	4.1
Multiple Award Schedule	811	0.3	16511	6.1	341	0.8	29	0.1	444	0.3	16469	12.4	26	0.1	13	*
Alternative Sources	92	*	68	*	20	*	20	*	65	*	31	*	7	*	17	*
Set Aside	24714	9.3	26928	9.9	6706	16.6	9129	17.0	12343	8.2	9829	7.4	5665	14.2	7970	13.9
O/T Full & Open Competition	71045	26.8	79296	29.2	13095	32.4	16952	31.5	46758	31.2	47712	35.8	11192	28.0	14632	25.5
Only One Source	30280	11.4	34238	12.6	5937	14.7	9150	17.0	18265	12.2	16954	12.7	6078	15.2	8134	14.2
Unique Source	12349	4.7	14800	5.4	2553	6.3	3886	7.2	6979	4.7	7057	5.3	2817	7.0	3857	6.7
Follow-on	1521	0.6	1597	0.6	431	1.1	542	1.0	438	0.3	202	0.2	652	1.6	853	1.5
Unsolicited Res Prop	117	*	122	*	35	0.1	39	0.1	28	*	0	*	54	0.1	83	0.1
Patent/Data Rights	328	0.1	494	0.2	84	0.2	109	0.2	207	0.1	291	0.2	37	0.1	94	0.2
Utilities	1371	0.5	1546	0.6	209	0.5	41	0.1	1103	0.7	1449	1.1	59	0.1	56	0.1
Standardization	11	*	14	*	6	*	7	*	5	*	6	*	0	0.0	1	*
Other	14583	5.5	15665	5.8	2619	6.5	4526	8.4	9505	6.3	7949	6.0	2459	6.2	3190	5.6
Urgency	3927	1.5	4787	1.8	1438	3.6	2437	4.5	1638	1.1	1311	1.0	851	2.1	1039	1.8
Particular Sources	3220	1.2	2890	1.1	322	0.8	380	0.7	1455	1.0	1455	1.1	1443	3.6	1055	1.8
International Agreement	322	0.1	404	0.1	56	0.1	100	0.2	146	0.1	133	0.1	120	0.3	171	0.3
Authorized by Statute E/	14268	5.4	16046	5.9	2972	7.4	4254	7.9	8938	6.0	7993	6.0	2358	5.9	3799	6.6
Authorized Resale	15814	6.0	17430	6.4	18	*	7	*	15795	10.5	17422	13.1	1	*	1	*
National Security	2856	1.1	3459	1.3	2335	5.8	609	1.1	224	0.1	2433	1.8	297	0.7	417	0.7
Public Interest	358	0.1	42	*	17	*	15	*	297	0.2	11	*	44	0.1	16	*
Otherwise Auth by Statute	0	0.0	4	*	0	0.0	3	*	0	0.0	0	0.0	0	0.0	1	*

A/ For definitions and coverage, see notes on coverage.
B/ Includes actions with another Government Agency.
C/ Total column includes Simplified Acquisition Procedure awards.
D/ Includes Federal Schedule awards.
E/ Includes Post-CICA 8(a) program.
* less than 0.05 percent.

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AWARDS BY TYPE OF CONTRACT PRICING PROVISION

Table 16, pages 51 through 53, shows the net value and percentage distribution of DoD prime contract awards over \$25,000 for both fiscal years 1997 and 1996. Data are shown by type of contract pricing provision, according to Defense Component. During FY 1997, awards over \$25,000 (excluding Interagency/FMS awards) totaled \$106,148 million, of which \$64,059 million, or 60.3 percent, were awarded under fixed price procedures and \$37,967 million, or 35.8 percent, under cost reimbursement procedures. Other types (time and materials and labor hours) accounted for \$4,122 million, or 3.9 percent.

Cost-plus-fixed fee (CPFF) contracts accounted for 15.9 percent of the total contract awards over \$25,000 during FY 1997. The use of fixed price incentive contracts decreased from 4.1 percent of total contract dollars in FY 1996 to 3.5 percent in FY 1997. The use of firm fixed-price contracts decreased from 53.6 percent to 51.1 percent from FY 1996 to FY 1997.

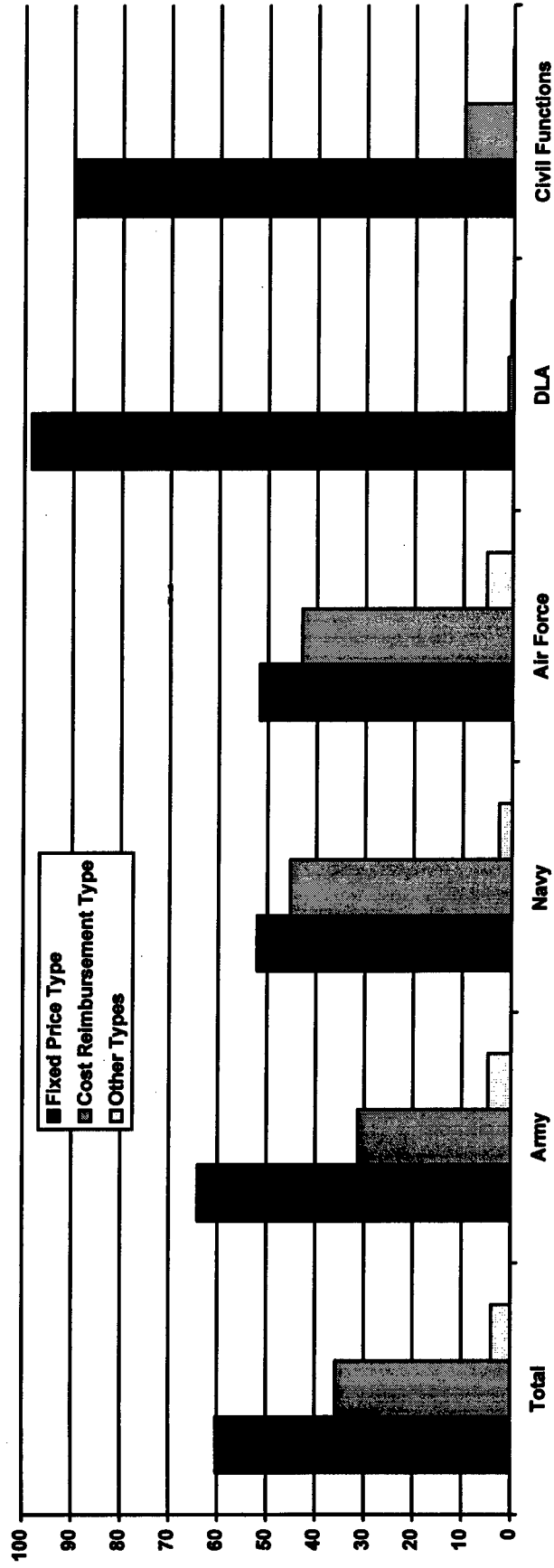
The total of 250,895 contract actions over \$25,000 for FY 1997, Table 16, includes 40,918 original contract actions and modifications calling for additional work and 209,977 actions representing delivery orders and modifications made pursuant to the terms of existing contracts. Actions for new work decreased by 24.2 percent and actions representing delivery orders and modifications, pursuant to the terms of the original contract, increased by 3.2 percent. Table 17, page 55, provides annual data for FY 1988 through FY 1997, by type of pricing provision.

Chart V, page 49, shows percentage distribution of DoD Prime Contract Awards by contract pricing provision, according to Defense Component, for FY 1997.

Chart V

Percent Distribution of DoD Prime Contract Awards by Contract Pricing Provision, According to Defense Component: Fiscal Year 1997

Percent of Total Procurement*



* Intragovernmental actions and actions \$25,000 or less are excluded.

TABLE 16
DoD Prime Contract Awards by Type of Contract Pricing Provision,
According to Defense Component: FY 1997 - FY 1996^{A/}

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/				ARMY				NAVY			
	OCT 96 - SEP 97		OCT 95 - SEP 96		OCT 96 - SEP 97		OCT 95 - SEP 96		OCT 96 - SEP 97		OCT 95 - SEP 96	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
TOTAL	\$128,414,938	100.0	\$132,178,214	100.0	\$30,421,943	100.0	\$31,177,345	100.0	\$37,643,245	100.0	\$37,687,014	100.0
INTERAGENCY/FMS	11,475,267		12,952,534		2,848,503		2,879,734		3,523,261		2,135,840	
ACTIONS \$25,000 OR LESS	10,791,540		11,500,115		1,415,187		1,562,309		1,592,771		1,999,819	
ACTIONS OVER \$25,000	106,148,131		107,725,565		26,158,253		26,735,302		32,527,213		33,551,354	
FIXED PRICE TYPE	64,058,750	50.3	68,558,509	51.8	16,755,323	54.8	17,109,766	53.3	16,945,142	51.1	19,126,064	53.2
REDETERMINABLE	54,242,831	42.2	57,231,246	43.3	16,186,778	53.2	16,532,430	50.1	13,797,756	41.4	15,273,872	40.5
INCENTIVE	3,213,838	2.5	3,391,579	2.6	361,590	1.2	73,124	0.2	2,40,466	0.7	54,927	0.1
ECONOMIC PRICE ADJUSTMENT	3,822,021	3.0	6,033,604	4.6	391,590	1.3	425,173	1.3	2,725,897	8.0	3,334,911	9.0
COST REIMBURSEMENT TYPE	37,967,219	29.6	34,993,284	26.5	8,178,564	26.7	8,598,631	25.8	14,745,132	43.9	13,413,054	35.5
NO FEE	3,950,369	3.1	1,713,842	1.3	4,105,263	13.3	4,078,903	12.4	1,190,132	3.4	2,008,138	5.3
FIXED FEE	16,925,346	13.2	14,995,743	11.3	4,090,833	13.1	3,748,580	11.0	9,029,801	26.6	7,505,218	20.0
INCENTIVE FEE	4,189,450	3.3	4,158,935	3.1	1,383,449	4.5	1,803,439	5.3	2,148,152	6.2	1,555,249	4.1
AWARD FEE	12,902,054	10.0	14,124,764	10.7	2,299,019	7.6	2,567,707	7.9	3,375,292	9.8	3,702,809	9.8
OTHER TYPES	4,122,162	3.2	4,173,772	3.2	1,224,365	4.0	1,026,906	3.2	836,939	2.4	1,012,236	2.7
TIME AND MATERIALS	3,645,709	2.8	3,738,290	2.8	1,183,537	3.9	1,967,576	5.9	750,348	2.2	941,374	2.5
LABOR HOURS	3,476,453	2.7	4,355,482	3.3	40,829	0.1	59,330	0.2	86,591	0.2	70,862	0.2
TOTAL	\$36,711,787	100.0	\$41,167,137	100.0	\$10,480,847	100.0	\$9,324,170	100.0	\$2,648,083	100.0	\$2,593,902	100.0
INTERAGENCY/FMS	4,474,667		7,389,094		345,583		293,958		68,463		74,318	
ACTIONS \$25,000 OR LESS	1,498,062		1,741,173		2,421,701		2,001,917		191,108		221,828	
ACTIONS OVER \$25,000	30,739,058		32,036,870		7,713,562		7,028,294		2,388,512		2,297,756	
FIXED PRICE TYPE	15,883,769	51.7	19,045,886	59.4	7,595,380	98.5	6,923,388	98.5	2,142,860	89.7	2,045,719	89.0
FIRM	14,368,200	46.7	17,216,204	53.7	3,339,876	43.3	3,011,745	42.9	2,137,170	89.5	2,036,171	88.6
REDETERMINABLE	72,191	0.2	191,656	0.6	7,956	0.1	1,178	0.0	2,040	0.1	2,215	0.1
INCENTIVE	824,541	2.3	888,110	2.2	7,632	0.1	1,698	0.0	2,200	0.1	2,208	0.1
ECONOMIC PRICE ADJUSTMENT	620,847	1.7	749,916	1.8	4,239,916	55.0	3,908,228	55.6	3,450	0.1	7,125	0.3
COST REIMBURSEMENT TYPE	13,227,408	43.9	11,270,921	35.2	79,780	1.0	84,574	1.2	240,122	10.1	246,477	10.7
NO FEE	3,273,895	18.0	2,016,382	3.0	65,800	0.7	14,493	0.2	18,019	0.5	15,241	0.5
FIXED FEE	2,413,726	8.0	2,711,382	3.0	65,825	0.7	68,404	1.0	158,589	6.6	144,238	5.6
INCENTIVE FEE	6,863,659	22.3	7,535,290	23.5	4,384	0.1	1,641	0.0	3,244	0.2	15,283	0.5
AWARD FEE	1,627,881	5.2	1,720,963	5.4	39,403	0.5	20,302	0.3	5,531	0.2	5,560	0.2
OTHER TYPES	1,338,341	1.1	1,421,350	4.4	39,140	0.4	20,122	0.2	4,458	0.2	4,834	0.2
TIME AND MATERIALS												
LABOR HOURS												

^{A/} For definitions and coverage, see notes on coverage.

^{B/} Includes Other Defense Agency awards.

* Less than 0.05 percent.

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TABLE 16 (continued)
DoD Prime Contract Awards by Type of Contract Pricing Provision,
According to Defense Component: FY 1997^{A/}

NUMBER OF PROCUREMENT ACTIONS

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/				ARMY				NAVY			
	OCT 96 - SEP 97				OCT 96 - SEP 97				OCT 96 - SEP 97			
	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
TOTAL	7,786,740				857,410				1,056,926			
INTERAGENCY/FMS	326,655				98,251				77,097			
ACTIONS \$25,000 OR LESS	7,209,190				695,372				914,050			
ACTIONS OVER \$25,000	250,895	100.0	40,918	209,977	63,787	100.0	14,059	49,728	65,779	100.0	8,056	57,723
FIXED PRICE TYPE	189,558	75.6	31,229	158,329	48,999	76.8	11,687	37,312	38,356	58.3	6,146	32,210
FIRM	180,994	72.9	29,198	150,796	47,738	74.9	11,484	36,254	36,111	54.9	5,911	30,200
REDETERMINABLE	2,789	0.1	533	2,256	3,755	0.6	58	3,697	1,445	0.2	17	1,428
INCENTIVE	2,789	0.1	533	2,256	3,755	0.6	58	3,697	1,445	0.2	17	1,428
ECONOMIC PRICE ADJUSTMENT	5,337	2.1	782	4,555	739	1.2	92	647	1,998	2.9	179	1,719
COST REIMBURSEMENT TYPE	47,270	18.8	8,884	38,386	10,068	15.8	2,040	8,028	23,222	35.3	1,713	21,509
NO FEE	4,876	1.9	3,151	1,725	6,697	1.4	2,445	4,252	17,782	27.0	1,270	16,512
FIXED FEE	31,468	12.5	4,166	27,302	6,697	10.4	1,442	5,255	17,782	27.0	1,270	16,512
INCENTIVE FEE	13,192	5.4	1,372	8,562	2,110	3.4	271	1,839	4,655	7.1	266	4,389
AWARD FEE	9,934	4.0	1,372	8,562	2,110	3.4	271	1,839	4,655	7.1	266	4,389
OTHER TYPES	14,067	5.6	805	13,262	4,720	7.4	332	4,388	4,201	6.4	197	4,004
TIME AND MATERIALS	12,191	4.9	708	11,483	4,449	7.0	319	4,130	3,805	5.8	145	3,660
LABOR HOURS	1,876	0.7	97	1,779	4,271	0.4	13	4,258	3,396	0.6	52	3,344
CIVIL FUNCTIONS												
TOTAL	1,713,181				1,646,684				112,304			
INTERAGENCY/FMS	78,940				56,343				5,625			
ACTIONS \$25,000 OR LESS	1,586,280				1,556,223				98,016			
ACTIONS OVER \$25,000	47,961	100.0	12,103	35,858	34,118	100.0	3,726	30,392	8,663	100.0	1,797	6,866
FIXED PRICE TYPE	32,498	67.8	7,285	25,213	33,659	98.7	3,559	30,100	8,181	94.4	1,708	6,473
FIRM	30,987	64.6	6,866	24,121	31,440	92.2	3,076	28,364	8,140	94.0	1,708	6,438
REDETERMINABLE	165	0.3	37	128	52	0.2	3	49	28	0.3	4	24
INCENTIVE	609	1.3	320	289	14	0.2	2	12	1	0.1	1	0
ECONOMIC PRICE ADJUSTMENT	737	1.5	62	675	2,163	6.3	578	1,585	12	0.1	1	11
COST REIMBURSEMENT TYPE	11,215	23.4	4,592	6,623	355	1.0	59	296	454	5.2	79	375
NO FEE	3,332	16.3	2,721	611	257	0.7	4	253	30	0.3	6	24
FIXED FEE	4,240	10.3	1,108	3,132	257	0.9	54	203	289	3.3	26	263
INCENTIVE FEE	2,722	5.7	704	2,018	9	0.2	1	8	16	0.2	0	16
AWARD FEE	4,248	8.9	226	4,022	94	0.3	8	86	28	0.3	10	18
OTHER TYPES	3,096	5.5	199	2,897	90	0.3	7	83	12	0.1	10	12
TIME AND MATERIALS	1,152	2.4	27	1,125	4	0.0	1	3	12	0.1	0	12
LABOR HOURS												

NOTE: Refer to first page of this table for footnotes.

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TABLE 16 (concluded)
DoD Prime Contract Awards by Type of Contract Pricing Provision,
According to Defense Component: FY 1996^{A/}

NUMBER OF PROCUREMENT ACTIONS

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/				ARMY				NAVY			
	OCT 95 - SEP 96				OCT 95 - SEP 96				OCT 95 - SEP 96			
	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
TOTAL	8,706,726				1,143,444				1,307,042			
INTERAGENCY/FMS	421,597				105,405				117,599			
ACTIONS \$25,000 OR LESS	8,027,658				972,965				1,120,061			
ACTIONS OVER \$25,000	257,471	100.0	53,966	203,505	65,074	100.0	15,886	49,188	69,382	100.0	15,301	54,081
FIXED PRICE TYPE	197,531	76.7	43,412	154,119	50,339	77.4	12,910	37,429	41,724	60.1	11,259	30,465
FIRM	188,554	73.1	41,202	147,352	49,032	75.4	12,739	36,293	40,583	57.8	10,766	29,817
REDETERMINABLE	1,171	0.3	1,171	0	2,932	0.4	1,171	1,761	3,159	0.3	3,159	0
INCENTIVE	2,825	0.9	751	1,674	108	0.2	53	55	1,237	0.3	329	908
ECONOMIC PRICE ADJUSTMENT	6,153	2.4	1,288	4,865	938	1.4	53	885	1,237	0.4	47	1,190
COST REIMBURSEMENT TYPE	44,862	17.4	8,548	36,314	10,258	15.8	2,570	7,688	23,046	33.2	3,174	19,872
NO FEE	3,019	1.2	830	2,189	1,018	1.6	295	723	528	0.8	167	361
FIXED FEE	31,636	12.3	5,874	25,762	6,510	10.0	1,762	4,748	18,239	26.3	2,452	15,787
INCENTIVE FEE	964	0.4	1,179	7,578	4,900	0.8	1,722	3,178	4,003	5.8	497	3,506
AWARD FEE	15,078	5.9	2,006	13,072	4,477	6.9	406	4,071	4,612	6.6	868	3,744
OTHER TYPES	13,214	5.1	1,783	11,431	4,250	6.5	397	3,853	4,222	6.1	719	3,503
TIME AND MATERIALS	1,864	0.7	1,223	1,641	2,227	0.3	19	2,208	4,390	0.6	149	4,241
LABOR HOURS												
TYPE OF CONTRACT PRICING PROVISION	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	OCT 95 - SEP 96				OCT 95 - SEP 96				OCT 95 - SEP 96			
	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
TOTAL	2,120,217				1,462,621				218,799			
INTERAGENCY/FMS	117,498				63,480				8,807			
ACTIONS \$25,000 OR LESS	1,950,200				1,370,666				201,305			
ACTIONS OVER \$25,000	52,519	100.0	11,470	41,049	28,475	100.0	7,319	21,156	8,687	100.0	2,133	6,554
FIXED PRICE TYPE	38,720	73.7	8,883	29,837	27,956	98.2	7,115	20,841	8,233	95.0	2,028	6,205
FIRM	36,344	69.2	8,323	28,021	25,823	90.7	6,235	19,598	8,195	94.3	2,014	6,181
REDETERMINABLE	1,344	0.3	1,344	0	37	0.1	2	35	25	0.3	9	16
INCENTIVE	1,022	1.9	335	687	1,022	0.1	0	1,022	4	0.3	2	2
ECONOMIC PRICE ADJUSTMENT	1,190	2.3	201	989	2,078	7.3	888	1,190	29	0.3	2	27
COST REIMBURSEMENT TYPE	8,778	16.7	1,998	6,780	430	1.5	197	233	413	4.8	104	309
NO FEE	1,232	2.3	1,219	1,013	113	0.4	138	45	24	0.5	39	15
FIXED FEE	4,749	9.0	1,139	3,610	310	1.1	134	186	244	2.9	59	185
INCENTIVE FEE	191	0.4	56	1,355	6	*	1	5	119	1.4	34	85
AWARD FEE	2,606	5.0	584	2,022	1	*	1	0	21	0.2	1	20
OTHER TYPES	5,021	9.6	589	4,432	89	0.3	7	82	18	0.2	0	18
TIME AND MATERIALS	3,835	7.3	549	3,286	85	0.3	6	79	3	0.2	0	3
LABOR HOURS	1,186	2.3	40	1,146	4	*	1	3				

NOTE: Refer to first page of this table for footnotes.

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TABLE 17
DoD Prime Contract Awards by Type of Contract Pricing Provision
FY 1997 - FY 1988 A/

(AMOUNTS IN THOUSANDS)

T Y P E O F C O N T R A C T P R I C I N G P R O V I S I O N	F Y 1997		F Y 1996		F Y 1995		F Y 1994		F Y 1993	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
TOTAL	\$106,148,131	100.0	\$107,725,565	100.0	\$106,597,811	100.0	\$108,349,673	100.0	\$112,280,488	100.0
FIXED PRICE TYPE (SUB-TOTAL)	64,058,750	60.3	68,558,509	63.6	68,986,871	64.7	72,077,633	66.5	76,516,193	68.1
Firm	54,249,391	51.1	57,751,276	53.6	52,331,258	49.1	51,489,382	47.5	56,281,476	50.1
Redeterminable	315,890	0.3	326,550	0.3	239,950	0.2	700,446	0.6	571,191	0.5
Incentive	3,671,448	3.5	4,421,079	4.1	10,402,611	9.8	12,684,845	11.7	11,341,869	10.1
Economic Price Adjustment	5,822,021	5.5	6,059,604	5.6	6,013,052	5.6	7,202,960	6.6	8,321,658	7.4
COST REIMBURSEMENT & OTHER TYPES	42,089,381	39.7	39,167,056	36.4	37,610,939	35.3	36,272,040	33.5	35,764,295	31.9
No Fee	3,950,369	3.7	1,713,842	1.6	2,669,784	2.5	2,167,155	2.0	1,867,671	1.7
Fixed Fee	16,925,346	15.9	14,995,743	13.9	14,240,752	13.4	14,415,472	13.3	16,345,011	14.6
Incentive Fee	4,189,450	3.9	4,158,935	3.9	4,788,478	4.5	6,069,036	5.6	4,989,378	4.4
Award Fee	12,902,054	12.2	14,124,764	13.1	11,619,554	10.9	9,621,975	8.9	8,712,771	7.8
Other B/	4,122,162	3.9	4,173,772	3.9	4,292,372	4.0	3,998,402	3.7	3,849,464	3.4
TOTAL	\$113,402,449	100.0	\$126,294,179	100.0	\$122,278,008	100.0	\$120,545,991	100.0	\$129,871,904	100.0
FIXED PRICE TYPE (SUB-TOTAL)	79,144,866	69.8	96,760,113	76.6	92,925,952	76.0	94,661,675	78.5	102,063,797	78.6
Firm	57,887,749	51.0	71,673,745	56.8	64,468,383	52.7	65,378,228	54.2	71,194,956	54.8
Redeterminable	393,549	0.3	371,936	0.3	564,031	0.5	751,226	0.6	74,446	0.1
Incentive	12,683,020	11.2	13,740,819	10.9	16,736,422	13.7	16,982,333	14.1	21,347,924	16.4
Economic Price Adjustment	8,180,548	7.2	10,973,613	8.7	11,157,116	9.1	11,549,888	9.6	9,446,471	7.3
COST REIMBURSEMENT & OTHER TYPES	34,257,583	30.2	29,534,066	23.4	29,352,056	24.0	25,884,316	21.5	27,808,107	21.4
No Fee	2,143,109	1.9	1,866,368	1.5	2,314,610	1.9	1,712,073	1.4	2,579,245	2.0
Fixed Fee	14,570,956	12.8	13,442,422	10.6	13,820,480	11.3	12,728,604	10.6	13,986,018	10.8
Incentive Fee	5,716,202	5.0	4,136,995	3.3	4,558,135	3.7	3,545,652	2.9	3,401,078	2.6
Award Fee	8,415,007	7.4	6,905,079	5.5	5,692,428	4.7	5,473,737	4.5	5,430,496	4.2
Other B/	3,412,309	3.0	3,183,202	2.5	2,966,403	2.4	2,424,250	2.0	2,411,270	1.9

A/ For definitions and coverage, see notes on coverage.

B/ Includes Time and Materials and Labor Hours Contracts.

* Less than 0.05 percent.

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DOD SMALL BUSINESS SUBCONTRACTING PROGRAM

Commitments for DoD small business subcontracting work by 2,390 reporting large contractors totaled \$54,429 million in FY 1997, which was a 14.9 percent increase from the \$47,353 million reported by 2,240 large contractors in FY 1996.

Small businesses received 41.4 percent of the total committed for subcontracting work during FY 1997, compared with 41.8 percent for FY 1996. Comparative data for FY 1988 through FY 1997 are given below.

(Amounts in Millions)

	1997	1996	1995	1994	1993	1992	1991	1990	1989	1988
1. Number of Large Contractors Reporting	2,390	2,240	2,166	2,022	1,863	1,742	1,709	1,664	1,555	1,571
2. Military Subcontract Commitments	\$54,429	\$47,353	\$45,032	\$45,364	\$44,947	\$47,318	\$57,053	\$54,708	\$56,037	\$58,798
a. Small Businesses	22,523	19,794	19,160	17,365	16,879	18,165	19,413	21,499	22,009	22,309
b. Other Businesses	31,906	25,560	25,872	27,999	28,068	29,153	37,640	33,209	34,028	36,489
3. Percent of Total to Small Business Concerns (Line 2a/Line 2)	41.4	41.8	42.5	38.3	37.6	38.4	34.0	39.3	39.3	37.9

GLOSSARY OF TERMS

Businesses. Businesses are companies, individuals, or partnerships organized for profit, including small businesses as defined below.

Civil Functions. Functions primarily associated with the Civil Works program of the Army Corps of Engineers. This program encompasses planning, programming, designing, constructing, and operating Federal Water resource projects for navigation, flood control, hydroelectric power production, water supply, recreation, and related activities. Also included are cemetery work and conservation management.

Competed Procurement.

For solicitations issued prior to the Competition in Contracting Act (CICA):

Price Competition - Two or more bids or offers were received under formal advertising or negotiated methods of procurement and award was made to the lowest responsive and responsible bidder or offeror.

Technical & Design Competition - Two or more offers were received and award was made to the offeror with the best overall technical and design proposal. Cost is one of the factors in the evaluation. Sources for most major weapon systems resulted from initial competition in the design and development stage.

For solicitations issued subsequent to the Competition in Contracting Act:

Awards where solicitations were issued pursuant to full and open competition procedures or awards where two or more offers were received following solicitation pursuant to other than full and open competition procedures and award was made to the lowest responsive and responsive offeror.

Educational and Nonprofit Institutions. Any corporation, foundation, trust, or institution operating on a not-for-profit basis. Included are educational and scientific institutions, hospitals of a nonprofit nature, and state, local, and other non-Federal government agencies. If the work of these institutions meets the criteria of the category "Work Outside the United States" (see below), it is included in the data for that category.

Government Agency. When the contractor is a Federal/State/Local government agency of the United States and outlying areas (educational institutions are excluded).

Interagency Order. Includes Intragovernmental and Federal Supply Schedule orders written by a Military Department or Defense Agency purchasing office.

Intragovernmental Order. Orders written by a Military Department or Defense Agency purchasing office requesting that a non-Defense Federal Agency furnish supplies or services from its stocks, in-house manufacturing facilities, or contracts.

Location of Work. The place where an item is to be manufactured, assembled, or otherwise supplied by the prime contractor; the place where the service is to be performed; or the site of a construction project.

Military Functions. Activities normally associated with the support of the Uniformed Services.

Net Value. The net amount of debit and credit procurement actions recorded during the period.

Other Defense Agencies

American Forces Information Service
Armed Forces Radiobiology Research Institute
Ballistic Missile Defense Organization
Commander US Special Operations Command
Defense Advanced Research Projects Agency
Defense Commercial Communications Office
Defense Commissary Agency
Defense Information Systems Agency
Defense Special Weapons Agency
Department of Defense Education Activity
National Imagery and Mapping Agency
On-Site Inspection Agency
TRICARE Support Office
Uniformed Services University of Health Sciences
Washington Headquarters Services Contracting Office

Prime Contract Award. A legally binding agreement executed by a Department of an Agency of DoD to obtain supplies or services.

Procurement Action. An action involving the obligation or deobligation of funds which officially awards or changes a prime contract. This may include the award of a new prime contract, a debit or credit change to an existing prime contract, or an order written against an indefinite delivery-type contract or basic ordering agreement.

Small Businesses. A small business is defined by the Small Business Administration in the Federal Register (Title 13, Chapter 1, Part 121). The definition also appears in the Federal Acquisition Regulation (19.101). Generally, a small business is one that is independently owned and operated, is not dominant in its field of operations, and, with its affiliates,

does not employ more than a specified number of employees (usually not more than 500, 750, or 1,000, depending on the type of product called for by the contract). For construction and some service industries, the criterion is a specified annual dollar volume of sales or receipts rather than the number of employees.

Simplified Acquisition Procedures. Methods prescribed for making purchases of supplies or services using imprest funds, purchase orders, blanket purchase agreements, Government-wide commercial purchase cards, or any other appropriate authorized methods.

Subcontract Commitment. A legal agreement between contractors establishing the value of goods and services required to fulfill a contract. The goods or services are provided by one contractor (called the subcontractor) to the contractor with the major or prime contract.

Subcontract Payment. A cash payment made by one contractor to another for supplies, services, or construction required by a prime contract.

United States. The 50 states, the District of Columbia, and the outlying areas of the United States.

Work Inside the United States. An award to a U.S. or foreign business, an educational or nonprofit institution, or a Government Agency with a place of performance inside the United States (see above).

Work Outside the United States. An award to a U.S. or foreign business, an educational or nonprofit institution, or a Government Agency with a place of performance outside of the United States (see above).

FOREWORD

Prime Contract Awards is published semiannually. This publication displays fiscal year 1997 and historical summarized information on Department of Defense prime contract awards using a variety of categories and report formats. The primary purpose of this publication is to provide the perspective required for the analysis of Defense procurement trends related to the six categories shown.

IMPORTANT - PLEASE NOTE:

This is the last printed edition of the *Prime Contract Awards* publication. In accordance with the November 1997 Defense Reform Initiative to move to paper-free business operations, future editions of this publication will only be available through the Internet. All tables of the publication will be posted on the DIOR web site on a semiannual basis and available for "print on demand" by the users. The DIOR web site address for locating this publication is: <http://web1.whs.osd.mil/diorcat.htm>.